New Westinghouse Chief

New man in the president's chair at Canadian Westinghouse Co. is John Dundas Campbell, 51, elevated from executive vice-president. He heads a company that makes products ranging from tiny light bulbs to huge steam turbines. Total sales: Nearly $150 million annually. Company has about 10,000 employees in 13 plants in New Brunswick, Quebec, Ontario, Manitoba and British Columbia. *(Personality sketch, p. 6.)*

Your kids can 'do' Europe: p. 12
These losses selling beer: p. 23
There's big money in scrap: p. 23
Why Ottawa will need money: p. 3

The Financial Post

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Big Money Flows Into the Market If Ottawa Moves

By LESLIE WILSON and H. R. SUYDAM

Sweeping amendments to federal insurance acts aimed at widening the investment powers of insurance companies in Canada come up for debate in Ottawa this month.

These changes could mean a lot of new money flowing into a lot of new places.

For example, if an additional 2% of life insurance assets were turned into common stocks in Canada, it would pour almost $150 million extra into the market.

The proposed changes are being received by the insurance industry with open arms.

While most of them are directed towards life insurance firms, there is something for everybody.

- **Canadian** companies would no longer be at a competitive disadvantage with foreign firms in taking mortgages on real estate.
- **Smaller** firms would be able to have a larger share in the profitable field of income-producing real estate.
- **All companies** would be better equipped to compete with mutual funds and other equity-based investment vehicles in the battle for the Canadian savings dollar.

Major change contemplated by the amendments would permit for the first time the sale by federally registered companies of common stock-backed annuities in which the payout varies with the value of the assets behind them.

Variable annuities are already available in Canada, but on a limited scale.

A provincial company — **Industrial Life Insurance Co.**, Quebec — made the first direct offer of variable annuities last fall (**FP**, Oct. 15).

A federal company — **National Life Assurance Co. of Canada, Toronto** — had previously made available what was in effect a variable annuity (**FP**, Sept. 24/60) in partnership with **Mutual Funds Management Corp.**, Vancouver, manager of three well-known Canadian mutual funds.

Once the way is cleared for direct participation by federally-registered companies in variable annuities, it is expected that a number of the larger life firms will enter the field.

Existing pension funds, operated by life companies for employers, would probably seek to broaden their investment base by including more common stocks and put, say 50%, of their payout on a variable basis.

It would also be possible for a life company to invest 100%

(Continued on page 2, col. 4)

SHULMAN

Morton P. Shulman, M.D.: assistant coroner, bond trader, investment fund manager, put-and-call expert . . .

Dr. Shulman Plans Gold Bar Options

By NEVILLE NANKIVELL

A put-and-call option specialist who normally concentrates on options on stocks, now plans to apply the option technique to gold.

He is Dr. Morton P. Shulman, 35-year-old Toronto physician who has been a major factor in supplying buy and sell options on shares for some years.

Now, with broker-dealer **W. D. Latimer Ltd.** acting as agent, he plans to make available six-month-10-day call options on gold bars at $40 per oz. for $235 per 100 oz. One year options will cost $325.

With the option price nearly $5 (Can.) above the official U. S. price of $35, the option deals are obviously beamed at investors who think the gold price is going to be raised, and fairly soon.

Moreover, it's designed to attract U. S. speculators in particular. Although from June 1 on, U. S. citizens will be barred by law from holding gold anywhere, the option device would enable them to speculate in gold without actually owning it.

Of course, the U. S. could move to stop U. S. citizens from buying gold options too.

(Canadian law permits anyone to hold gold, and it trades freely.)

If gold rises in price during the time of the option, the option contract may be resold to Latimer at its net value figure ($4,000 if price went to $80 oz., $1,000 if it went to $50 oz.).

If price doesn't change, the option buyer is out the cost of the option, but he doesn't have to take delivery of the gold.

Dr. Shulman, assistant coroner for Toronto, says it's the first time the option technique has been used for gold investments.

Dr. Shulman will buy gold outright to back each option purchased. Midweek Toronto gold closing bid-asked was $35-$35.10.

Success of the offer will depend on whether or not enough speculators think price of gold will rise.

New U. S. president John F. Kennedy announced in this week's State of the Union address that he would take no action to increase the dollar price of gold, now pegged by the U. S. at $35 (U. S.) oz.

"This administration will not distort the value of the dollar in any fashion. That is a pledge," he said.

But Dr. Shulman is betting that many investore believe a continuing deficit in U. S. balance of payments and further loss of gold by U. S. will result in devaluation of the U. S. dollar soon—meaning a rise in the official gold price.

Dr. Shulman says it's estimated that at least $250 million is held by U. S. citizens and corporations in Toronto.

There was some U. S. buying of gold stocks as a way to beat the ban, because if price of gold goes up so will price of gold producers' shares. But President Kennedy's announcement caused a sharp slump in gold stocks Monday.

What happens if price of gold goes down or stays at present

(Continued on page 9, col. 2)

Knitted Paper Fabrics Ready To Hit Market

By ERIC RICHTER

A 9 ft. by 12 ft. carpet for $15 . . .

Drapes you can throw away when soiled . . .

Watch for them. Low-cost paper fabrics may hit the Canadian consumer market soon.

Textile men say knitted paper fabric could be the next big boomer in the field.

"Development of knitted paper fabrics (as opposed to woven paper) is still in its infancy," one textile man told **FP** this week.

- **Form Craft Fabrics Co.**, a Montreal knitting firm, is already selling paper fabric to the meat packing industry.

Company is considering producing knitted paper fabrics for automobile trunk and interior linings; tile, plastics and carpet backing; household and industrial decoration; floor coverings; upholstery and drapery material.

- **Dobbie Specialties Ltd.**, of Galt, Ont., will begin marketing a knitted paper "scrim" carpet backing within the next few weeks.

This company is also eyeing possibilities of producing wallpaper, upholstery, drapery and other materials from knitted paper.

"We're optimistic. We're working on them and getting them made and costed out, but it's too early to tell whether we can market them successfully," said George H. Dobbie, of the Dobbie firm, and chairman of the Primary Textiles Institute.

A recent seminar in the U. S. investigating this field came up with 700 possible end uses.

In many applications, paper fabric promises to be much less expensive than conventional fibre textiles.

"You might say paper fabric gives the tree a new dimension," an enthusiastic booster says.

Key to the paper textile breakthrough is a new spinning device developed by **E terprise**

(Continued on page 9, col. 2)

NATION'S BUSINESS

Does Kennedy Ask Us to Spend More?

President Kennedy's state of the union message, which reverberated round the world this week, at first hearing sounded faintly ominous for Canadian taxpayers. But do they in fact have to face the prospect of spending more on defence, on aid to the hungry countries or on both? The best answer is—probably not, or at least not soon, at Washington's behest.

Mr. Kennedy was admirably forthright on these two points: First, that Western military strength and help to the have-nots in Latin America, Asia and Africa must both be substantially stepped up; but, second, that the U. S. can't be expected to bear the whole burden.

Does this portend Washington pressures on NATO allies to contribute more to the common cause?

Almost certainly it does; but the bite, the first bite anyway, is likely to be on Western Europe, particularly West Germany. The Eisenhower administration tried unsuccessfully last year to persuade the Adenauer government to shoulder heavier military costs. Kennedy is sure to renew this request but much more firmly. It may be a demand, rather than a polite hint.

The Kennedy people also want Western Europe as a whole, now vigorous, rich and fully employed, to behave more like a good creditor power than it has in recent years, to adopt more liberal trade policies, show more plain generosity in foreign aid and accept a bigger share of the common defence load.

Conscience is Involved

So far as Canada is concerned, the outlook is for pressures on particular points but no over-all demand for higher expenditures.

Douglas Dillon, Kennedy's Secretary of the Treasury, is known to have thought that Canada was pulling her reasonable share of the load of defence and of foreign aid ($1.7 billion a year on defence against the American $42 billion, $60-$70 million on aid against $4 billion).

But Washington's attitude to Canada as an ally, whatever it may be, doesn't absolve us from examining our national conscience.

What is our just and proper share? Are we bearing it now?

Another form of the question is how Canada can make its most effective contribution to the total Western effort, military and economic. Whether our military spending offers us any real defence is a moot point. Should we expand our military establishment until it becomes meaningful, in terms of protection, or scuttle it as a wasteful futility and spend the money on aid?

These questions need serious pondering by the government, the political parties and the public.

* * *

Canada's Reactors Best After All?

New estimates from President J. L. Gray of Atomic Energy of Canada Ltd. about the cost of nuclear power are of profound interest.

His figures deserve study by those critics of Canada's nuclear program who said a year or so ago that AECL's attempts to produce electricity by heavy-water reactors were "interesting but not practical". (**FP**, Jan. 23/60; Oct. 17/59)

He predicts that the $81 million CANDU power station near Kincardine, scheduled for 1964 operation, will generate power at 5.99 mills per kwh at an average operating level of four-fifths capacity. Cost could be cut to 5.16 mills if CANDU became a two-unit station.

To see how Canada's heavy-water, natural-uranium reactors may compete, note these figures. Power cost from conventional coal-fired stations will be 5.13 mills per kwh, it is estimated. Cost using graphite-moderated, gas-cooled reactors such as those now spinning generators in the U. K. is 6.6 mills. Cost using boiling or pressurized water reactors of U. S. design will be about 5.4 mills to 6.1 mills—assuming there is no price nike for U. S. enriched uranium.

Only several years of operating experience with CANDU will yield a final verdict. Gray's predictions, however, give new assurance that AECL's 15-year gamble on heavy-water reactors will pay off after all.

Here's a New Sales Twist: Push U.K. Appliances Here

Here's a new twist in exports.

Associated Electrical Industries Ltd., of the U. K., plans to hard-sell major appliances (brand name, Gala) in Canada soon.

Company intends to start the Canadian consumer sales push with a refrigerator line, then follow with a washing machine.

Meanwhile, Canadian appliance makers have hustled "white goods" sales in the U. K.

A number of them, including **Moffats, General Steel Wares**, reported "encouraging" unit sales gains.

Canadian companies had to made modifications for U. K. standards, but they say the British housewife likes "North American-type design and styling."

A spokesman of the U.K. company told **FP**: "We can cater to the Canadian consumers' tastes, too."

Right now the U. K. company is conducting consumer tests, employing the latest psychological techniques.

"If there's an overwhelming demand for changes to cater to Canadian wishes, product adjustments will be made," the official said.

He reported some surprises in the tests of Canadian consumer preferences in appliances.

One of them: "Our refrigerator has an optional colored top to blend with kitchen colors. We thought it was a winner. The Canadian housewife turned thumbs down on the idea."

One Farmer, 20 Cows Snared in Bureaucracy

By NORTON ANDERSON

This is the story of a dairy farmer in Ontario who owes $60,000, has nothing left but 20 cows (for which he can't buy feed) and a family (for which there's barely enough food).

Early in January he petitioned to file an assignment in bankruptcy.

But his Toronto lawyer, Charles H. Dolman, finds the Bankruptcy Act doesn't provide for the bankruptcy of a farmer.

Instead, Dolman is confronted with the Farmer's Creditors Arrangement Act.

This federal statute, enacted in 1935 to aid farmers in depressed areas of the Prairies, has thrown Ontario's legal machinery into a tailspin.

The farmer pins his hopes on Murray Hahn, head of a Toronto firm of licensed trustees, who is prepared to act as authorized trustee.

But Hahn can't act.

The farmer's creditors, when they got wind of the petition, seized practically all the items of any worth on the farm.

Hahn says that when (or if) the farmer's estate is administered, the trustee will find it in "complete chaos".

Here's what gummed up the legal works.

The FCAA automatically transferred the jurisdiction from the Bankruptcy Court to the County Court, and Act also prescribes a special set of forms to be used.

These forms are not set out in the Act, or its regulations, and Dolman was directed to write to Ottawa.

Dolman sought the assistance of the local County Court officials. They thought the FCAA had been repealed long ago.

So an urgent appeal for the necessary forms went to Ottawa early in January.

A reply came from Finance Minister Fleming, advising that the FCAA was no longer in his domain, as it had been assigned to the Department of Justice in 1954.

Fleming said the Superin-

(Continued on page 2, col. 3)

FP records

SIGNS AND PORTENTS

NO MORE private secretaries in Canada in a few years? Office equipment designers predict the trend is "unmistakable and irreversible". **Reasons: rising rental costs;** bigger secretarial pools using "foolproof dictating and transcribing equipment"; push-button telephoning; mechanical contraptions to empty and fill baskets.

* * *

COPPER PRICES may stay weak, traders say. Producers chopped the price 1c to 29c in January. Futures, through Jan./62, hover around 27c. **Recent production cuts of 10%**, or more, won't offset 23% increase in world output, metal men fear. Year's high, low on July futures: 29.7c, 26.5c.

* * *

CONSUMER PREFERENCE testing by a push-button device will show up in Canadian supermarkets. U. S. customers in 160 **A&P** stores now answer questions on food and drug products, packaging, labeling at the rate of 1,200 opinions every 72 hours.

Symbols of Manhood Fading in Hardware

By FORBES GILBERTSON

Hardware merchants are searching harder than ever for big-volume lines with sales appeal to women.

The hardware shop — once a male retreat like the tavern, barber shop and pool room — is undergoing big changes.

Nails, screws, tools, rope wire, hinges, hooks and other symbols of domesticated manhood don't add up to more than 50% of hardware store sales today, merchants told **FP** this week.

The rest?

Appliances, plastic wares, gifts, toys, fireplace equipment, china, and hundreds of other items never seen in a hardware store a few years ago.

"I've even had women come ask for nylon stockings and cigarettes," one merchant said.

"And if enough ask for them, I'll stock them, too!"

The trend is still to even more items that women buy. If you don't believe it, drop into the Canadian Hardware Show in Toronto next week.

Shopping centres have helped change hardware stores.

Most now are really variety stores. Competition and big overhead are forcing merchants to turn to almost anything that will push sales.

In the shopping centre, 70% of shoppers are women.

Household goods — kitchen gadgets, appliances, hair dryers — get them into the store.

Hardware stores in shopping centres devote 50% more space to home-cleaning needs — brooms, mops, waxes, etc. — than they did a few years ago.

An average store may easily have 60 ft. of counter space devoted to kitchen gadgets.

Ten years ago, hardware stores sold large quantities of rolled roofing, composite siding, wooden screens and storms.

With the boom in housing subdivisions, more building supply firms have sprung up to take over roofing and siding, and specialists have taken over the storm and screen field.

The hardware merchant has branched out into novelties, gift sections, bicycles and toys.

One Toronto store gingerly tried a garden furniture line four years ago. Today, it's a big seasonal seller.

Transistor radio batteries, tried tentatively, are now good sellers.

Children's books will become a big item.

But hardware stores still carry hand and power tools, builders' hardware, shelf hardware and paints. It is still the place a man goes when he isn't quite sure what he wants.

Product knowledge, hardware merchants feel, is still a valuable intangible.

Seasonal business is important, too. Fertilizers, gardening tools, power mowers, garden sprays, insecticides are big spring items.

NEXT WEEK

- **They're seeking a substitute for gold.**
- **Your city shouldn't rush into "metro".**

FP rounds up

The Outlook

Facts and expert opinion on the economic weather ahead . . .

By DALTON ROBERTSON

BUSINESS in both Canada and the U. S. is feeling the pinch of recession and is increasingly aware that the outlook for a really vigorous recovery is dampened by the fact that the downturn is superimposed on economies that have been slack and sluggish for a number of years.

But the prospects for both short-term and long-term improvement are brighter now than at any point in the past several months.

▸ There is a growing conviction in both countries that **inventory-slashing has gone about as far as it is likely to go.** Cutbacks on this front tipped the economies into recession, and even relative balance could bring the downturn to a standstill, putting an end to declines in industrial production and manufacturing employment.

In the U. S., a McGraw-Hill survey suggests "inventory-cutting for the sake of inventory-cutting is coming to a halt" and both inventories and sales will very likely start up again during the last half of the year.

In Canada, both Finance Minister Fleming and independent business analysts have been saying that the inventory cycle has reached an advanced stage and, other things being equal, recovery lies ahead.

When these expectations about inventories materialize, the stage will be set for a mild recovery from a mild recession —but the growth won't be big enough to solve the nagging problem of high unemployment.

▸ **Best portent for some long-term and basic improvement in the pace of business growth came this week in the Kennedy announcement of big new spending plans in the U. S.**—as U. S. stock markets duly noted by rising firmly on a big volume of trading.

Within the next two weeks, he will ask Congress to approve wider unemployment benefits, more food and aid for those without jobs, schemes to redevelop areas of chronic labor surfeit and plans for stimulating residential and non-residential building. **He also outlined plans for stepped-up**

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Look for It Here

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Cigarette Prices May Be Forced Up

Either taxes must come down or volume go up — if cigarette prices are to remain steady.

And volume cannot rise under the current "tax burden."

That's the warning from Edward C. Wood, president of **Imperial Tobacco Co. of Canada.**

Federal tax on a package of 20 cigarettes amounts to 20c while the manufacturer sells the pack for 9½c, he says. The 9½c is "actually less than the price some 10 years ago."

"This price record may soon be blemished," unless there is tax relief.

Mr. Wood blames the economic downturn and the tax load for the less than 2% by volume rise in cigarette consumption in 1960, compared with the normal 7% growth rate. There was no increase in per capita use in the year.

FP rounds up The Outlook

(CONTINUED FROM P. 1)

defence spending, tax concessions for companies spending on "sound" plant expansion and other moves designed to get the U. S. economy back on the road to rapid growth and high employment.

Faster-paced business in the U. S. means bigger and better export markets for Canada. Any improvement on this score would be welcome after the 16.7% year-to-year decline in Canadian sales to the U. S. during the last three months of 1960. Greater U. S. business activity could also spill over into Canada in the form of capital investment spending in branch plants or new projects—another sagging sector in the Canadian economy.

Kennedy's advisors estimate that the U. S. economy has been slack since 1953-54. It is their contention that much forced-growth can be undertaken in this situation without rekindling inflation. **Sluggishness has not been evident in Canada for so long.** It wasn't until after our 1955-56 capital spending boom—which had no U. S. counterpart—that Canadian GNP on a per capita basis began to decline.

But the result in both countries has been slowly climbing unemployment. The jobless in the U. S. work force don't yet make up as high a proportion as in 1949 or 1953, but in Canada slow growth has already pushed unemployment to a post-war peak, seasonal factors discounted.

* * *

Watch for some major changes on the gold front, now that there is a new administration installed in Washington.

President Kennedy in this week's State of the Union message hinted at certain new actions to stem the outflow of gold from the U. S.

There is speculation that Kennedy may possibly free the entire U. S. gold reserve now backing the U. S. dollar. This would make some $11,800 million in gold available for use in international transactions.

In addition, it is thought that he may make use of U. S. drawing rights for some $4,000 million in gold deposited with the International Monetary Fund.

The result could be a tremendous boost for world trade—at no real cost to the U. S. economy. The U. S. is now the only major trading nation which promises to buy gold at a set price—approximately $35 per oz. Since the U. S. dollar is the most widely used currency for settling international accounts, **any time speculation arises about the future worth of the dollar, nationals of other countries start exchanging their dollars, as many are at the moment, for gold.**

Resu't: An outflow of gold from the U. S., bringing its balances uncomfortably close to the reserves which, by law, its money managers must maintain to "back" the currency.

The alternative to "demonetizing" gold is a tightening-up on imports into the U. S. and cutting back on U. S. spending in other countries—**moves that would slow world trade and injure economies such as Canada's.**

Lending weight to the idea that President Kennedy may move to kill this vestige of the old gold standard is this fact: **Unless he does something of this sort, his own easier money policies may never get off the ground out of a fear that they will cause an even bigger outflow of gold.** Lower interest rates in the U. S. might well encourage more investment abroad by U. S. money seeking bigger returns—and this would be financed by a gold outflow.

By law, the U. S. Federal Reserve System must now keep at least 25% gold backing for the deposits it holds (mostly from member banks) and the paper money it issues (federal reserve notes)—both of which control the money supply and influence interest rates. **This, the London Economist calls a "barbarous relic" of the gold standard**—the value of the currency really depends on international confidence in the economy, not on some artificial relationship to gold. Canada's dollar has not been backed by gold since the early 1930s.

The value of U. S. gold holdings available for international transactions is now about $6,000 million. Last year's gold outflow from the U. S. was $1,500 million. Divorcing the U. S. dollar from its gold backing and drawing on IMF accounts would make some $22,000 million available for the financing of world trade. Total possible claims on U. S. gold reserves are now about $19,000 million.

New Insurance Investments Could Release Big Money

(CONTINUED FROM P. 1)

of the assets put into the separate variable fund in common stock.

One of the proposed amendments would permit federal companies to raise their investments in mortgages from the present 60% to two thirds of the value of the real estate.

For years, U. S. life companies, using funds not required for deposit in Ottawa, have been allowed by U. S. law to invest in Canadian mortgages up to a 67%-70% maximum.

The new amendment would not only make more of the total mortgage market available to Canadian companies but, because of the relatively high rate of return, it would tend to increase the net interest earned on their overall investments.

Amendment increasing the investment of a company in any one parcel of real estate from ½% to 1% of total assets would be a big help to the smaller company, insurance men say.

To invest in a modern supermarket under present law (average cost $400,000 to $500,000), a life company would have to show assets of $80 million to $100 million.

The new law would give smaller firms twice the scope and an opportunity, now denied many of them, to get into this profitable type of real estate.

The present overall limit on real estate investments would be increased from 5% to 10% of total assets.

Since many companies are already pressing on the 5% ceiling, the proposed extension to 10% would give companies a desirable leeway, an insurance spokesman says.

The "basket clause" — covering other investments not mentioned by the federal act—would be increased from 3% to 5% of a life company's total assets.

Life companies say this will permit them to purchase additional new securities with attractive growth possibilities but without the earnings record necessary to qualify under the act.

It will also allow them to invest more effectively in such sound but out-of-the-way things as oil production loans, not authorized by the act.

These changes and others, embodied in amendments to the Canadian and British Insurance Companies Act and the Foreign Insurance Companies Act, got first reading last week, will come up for second this week.

This means that the bills had been printed, but not debated, by midweek. They are likely to be debated during second and third readings in both Senate and Commons, and by committees of both Houses.

The whole process may take two months.

The bulk of life and other insurance companies in Canada, whether owned in this country, the U. K. or elsewhere, operate under one of the acts.

This is the first comprehensive revision of Canadian insurance legislation in 10 years.

Following are details. (Section numbers refer to the present Canadian and British Insurance Companies Act and to the amending bill. The bill amending the Foreign Insurance companies Act contains changes which are essentially parallel):

Variable Annuities

Under the present bill, life insurance companies have powers to issue "annuities of all kinds" (Section 81 (1) c). This is held to confer the power to issue variable annuities, but not the power to back them up with common stocks.

This would be handled by inserting new subsections 5 to 8 under section 16. A life company would be required to establish a separate fund with separate assets to back up policies providing for variable benefits.

Although there would be no quantitative limits on the way a life company could invest the assets of such a fund, qualitative limits would be unchanged, i.e., a company could invest all the fund's assets in common stocks or real estate.

But the common shares must have paid dividends for seven consecutive years, and the real estate must meet qualifications which the act sets out for life insurance investments generally.

Investment, Lending

There would be eight major changes here, and they would apply to life insurance companies generally, whether or not they issue variable contracts.

The limitation on the percentage of assets which a life company may invest in common shares (exclusive of transactions of a fund earmarked for variable contracts) would remain unchanged at 15%.

However, the limit would be prescribed in terms of the total assets of the company, rather than, as at present, the total ledger assets.

This is to conform with a change made in 1954 in the forms used by life companies in reporting to the government in which the distinction between ledger and non-ledger assets was dropped.

Ledger assets included stocks, bonds, mortgages, real estate, policy loans, cash, etc., or about 98% of a company's total assets.

Non-ledger assets covered items such as due and accrued interest, outstanding premiums and other accounts receivable.

The limitation on investment in income-producing real estate would be raised from the present 5% to 10%; and the 10% would be related to total assets rather than, as at present, ledger assets.

Percentage of assets which a company could put into "other investments" (the "basket" clause) would be raised from the present 3% of ledger assets to 5% of total assets.

Companies would be permitted to invest in real estate mortgages up to two thirds of the value of the real estate, instead of the present 60%; by an amended paragraph (m), subsection 1, section 63.

A parallel amendment to paragraph (b) subsection 3, section 63, would permit life companies to lend money on real estate up to two thirds of the value, rather than the present 60%.

Life companies would be permitted the following new kinds of investments:

• **Mortgage** bonds on real estate, plant or equipment, where the mortgage is held by the company making the investment.

At present mortgage bonds are eligible investments only if the security behind them is mortgaged to a trustee. However, if the mortgaged security is property other than real estate, plant or equipment, the requirement that the mortgaged security must still be held by a trustee would be maintained.

• **Equipment** trust certificates on highway transportation equipment, i.e., buses or tractor-trailers. At present, equipment trust certificates are eligible investments only if they are held on railway equipment.

• **Guaranteed** investment certificates if issued by a Canadian trust company with a five-year record of dividends on preferred shares, or a 4% rate on common shares.

Other Companies' Shares

Under the present act, Canadian fire and casualty companies may buy the shares of an insurance company incorporated outside Canada, if the company is registered to transact insurance business in Canada.

The new amendment, section 64 (1), would permit fire and casualty (but not life) companies to buy shares of an insurance company incorporated outside Canada, whether or not the company was registered to do business in this country.

Under the present section 64 (1), a company buying shares of another company incorporated outside Canada is limited in its investment to 15% of the value of its own assets. The amendment would permit the investment of 50% of its own surplus (not assets) in this way.

Other Changes

▸ **New subsections** 3 to 5 of section 46 would give companies new powers to transfer money from life insurance funds to create or maintain funds for other classes of insurance.

At present, such transfers can be made only to create such funds and are limited to 25% of surplus or $100,000, whichever is the lesser. The amendments would increase this limit to 10% of surplus for companies with surpluses of over $1 million.

Thus, the maximum transfer is now $100,000, but the amendments would give a company with a surplus of $1.5 million the power to transfer $150,000 etc.

▸ **Government** would be given new flexibility to deal with the affairs of a fire and casualty companies whose assets drop below required margins.

Assets are to be maintained at least 15% higher than liabilities. If assets drop below this level, a report must be made to the Treasury Board (a five-man Cabinet committee of which the minister of finance is chairman) and the minister fixes a time within which the company must raise its assets to the prescribed level.

If it doesn't, it loses its registration certificate. The amendment would give the Treasury Board power to extend the time limit fixed by the minister of finance.

▸ **Life companies** would be given additional powers to include accident benefits in their policies, i.e., they could include benefits for accidental dismemberment or loss of sight, as well as, as at present, accidental death.

In addition, the amendments would allow payment of a triple indemnity for accidental death and a double indemnity for accidental dismemberment or loss of sight.

▸ **New section** 45A would give insurance companies generally powers to borrow money when required in the course of their insurance business.

Although insurance companies regularly borrow occasional sums, the present act contains no reference to this practice. The amendments would not, of course, give companies the power to sell bonds or debentures.

Technical Changes

The following are typical of a number of technical changes made.

At present, the shareholders' director of a life company must hold shares with a paid-up value of at least $1,000. The amendments would reduce this to $500.

Since the paid-up value of shares of life companies is often less than 1/20 of market value, the effect would be to reduce the value of the director's qualification from upwards of $20,000, to half this sum.

Under the present act, life companies must notify participating policyholders of every annual meeting.

For policyholders who don't get annual premium or dividend notices (i.e., holders of small paid-up policies), the amendments would make these notifications necessary only every five years.

Section 33 of the present act is clumsily worded and appears to prevent a life company from making policy loans to wives or children of directors (although not to directors themselves). A new section 33 would remove this disability.

Brown Co. Net 89% Higher

MONTREAL (Staff)—Net profit of **Brown Co.**, Berlin, N.H., for year to Nov. 30/60 was up 88.7% to $1,347,468 ($714,203 a year earlier).

Earnings per share were 51c (27c).

Net sales increased 0.5% to $59,172,865.

President Leonard A. Pierce attributed better results to strict cost control, elimination of unprofitable lines and reduction in personnel.

Here are comparative results:

Year to Nov. 30:	1960 $	1959 $
Net sales	59,172,865	58,888,381
Net earnings†	2,287,468	944,203
Less: Inc. tax	940,000	230,000
Net profit	1,347,468	714,203

Bureaucracy Snarls Farmer

(CONTINUED FROM P. 1)

tendent in Bankruptcy in the Department of Justice was responsible for present day working of FCAA.

At the end of January, Dolman heard from the Department of Justice. The superintendent said the clerk of the County Court has the jurisdiction and the duty to act as official receiver and to see that the farmer's estate is administered.

Dolman told FP: "Our firm did finally receive from Ottawa a set of musty, yellowish forms which we did immediately complete and have same executed by our farmer client."

This week, Dolman heard from the clerk of the County Court.

The clerk said he has sought the opinion of the Inspector of Legal Offices, and has written, also, to the Superintendent in Bankruptcy in the Department of Justice.

He stated further that the regulations as contained in the Canada Gazette are missing from his library. As a result, he doesn't know how to proceed.

At midweek, Dolman told FP:

"Our farmer has still received no satisfaction for his woes, as the legal procedure involved is being tossed around like a hot potato."

Trustee Hahn said:

"In the case of the dress merchant whose business has failed, the law provides a remedy in the form of a bankruptcy procedure which will tidy up the mess, satisfy his creditors as best it can.

"Then it provides the discharged bankrupt with an opportunity to go forth in the commercial world.

"What about our poor dairy farmer, whose barn burned down and whose market for milk diminished?"

CHANGES NAME

W. C. Hardesty Co. of Canada has changed its name to **Harchem Ltd.** Address remains 715 Kipling Ave. S., Toronto 18. Firm produces chemical intermediates, fatty acids, processed glycerides, and glycerine, plasticizers and organic peroxides.

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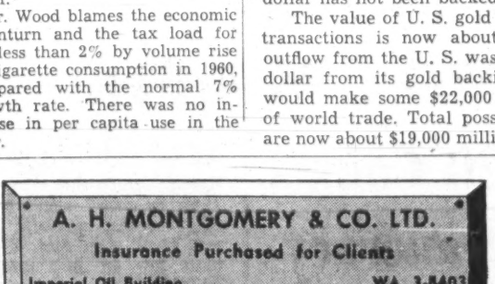

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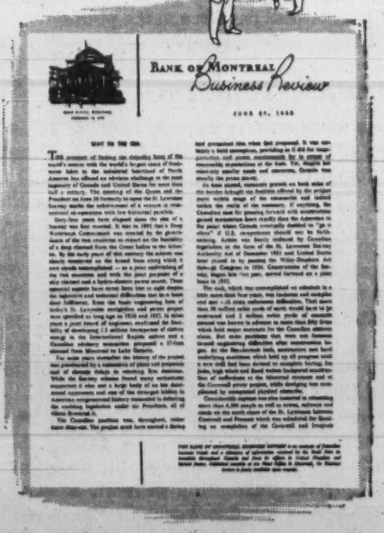

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Ottawa May Seek Cash For Unemployment Pay

Ottawa may have to go to the market for new cash in the next few weeks.

Drain on the unemployment insurance fund between last October and next May is expected to total as much as $250 million. Advances from government to the fund of this size would make new financing probable.

By LESLIE WILSON

OTTAWA (Staff)—Although the government has obtained most of the new cash originally considered was needed to carry on operations to the end of the current fiscal year, further calls on the market for new money are possible within the next few weeks.

Reason: Drain on the Unemployment Insurance Fund, estimated at $240 million to $250 million between Oct./60 and May/61.

The UIC's holdings, listed at infrequent intervals, are all in **CNR** and government of Canada bonds.

The fund's needs for cash are usually met by government advances, which are repaid as the fund's balances rise, and by sales of holdings carefully timed according to market conditions.

The government met last winter's Oct. to May fund drain ($166 million) in this way.

A new $250 million drain from this source may require a new market offering.

This is in spite of the fact that recent issues have not only nearly met the government's 1960/61 cash needs as listed by Mr. Fleming, but also will make possible the advance refunding or cancellation of $350 million in securities maturing in May/61 and Dec./61.

New cash requirements, as listed by Fleming in his March main budget and Dec. supplementary budget, $460 million.

Fleming's specified requirement for new cash for government operations was the same in Dec. as in Mar., $210 million. But a $250 million CNR bond issue reduced the government's non-budgetary needs by that amount. Total demand for new cash resulting from government operations is therefore the sum of the two (**FP**, Dec. 24).

This $460 million requirement has been largely met by these changes in outstanding government of Canada securities between last Apr. 7 and Jan. 18:

- **Treasury** bills outstanding have dropped from $2,130 million to $1,985 million, down $145 million (half of the $200 million one-year issue of 1959 was redeemed when it came due last June 10/60).
- **Public's** holdings of Canada Savings Bonds have increased from $3,140 million to $3,603 million, up $463 million. This is largely the result of the fall campaign.
- **All other** holdings of direct and government - guaranteed securities have risen, from $12,050 million to $12,162 million, up $112 million. This is mainly the result of the CNR issue.
- **Total** change in direct and guaranteed funded debt, Apr. 7/60 to Jan. 18/61, up $430 million against a requirement to Mar. 31 of $460 million.

Of the $430 million, the public has taken up only $72 million (decreases in public holdings of treasury bills and other securities almost cancel out the increase in CSB's), government accounts have absorbed $80 million and the Bank of Canada and chartered banks have taken the rest.

What will the government's new cash requirements be in 1961/62?

You can't tell from Fleming's estimates submitted last week to Parliament, $6,124 million, up $222 million on the sums so far appropriated for 1960/61. (See table p. 32).

If Fleming follows the normal procedure, he will add $200 million to $400 million to his 1961/62 estimates by assorted "supplementary" and "further supplementary" estimates.

You can't say much about 1961/62 government demands on the market now because you'll learn neither Fleming's plans to raise money in 1961/62, nor what his requirements outside the budget will be, until he presents his main budget statement in 10 or 12 weeks' time.

You can say now, however, that requirements for refunding or redeeming government issues falling due in 1961 will be less than has actually been used for this purpose in the last 12 months.

Six separate issues, totaling $1,130 million, came up for refunding or redemption in 1960. Maturities falling due in 1961 originally totaled $1,545 million — $525 million in 1958 and 1959 loans May 1, and $1,020 million from the 1958 conversion loan Dec. 1.

Operations in the last 12 months not only handled the 1960 maturities, but will reduce those falling due in 1961 by $350 million, to $1,195 million.

The largest of these operations was in December, relating to $609 million in 1957 and 1959 loans due Dec. 15.

This was covered as follows:

- $109 million was paid off in cash.
- $100 million in the Securities Investment Account was cancelled.
- $200 million was covered by new bonds issued to the public in two maturities (3%'s for 18 months at 98.75 to yield 3.86%, and 4%'s for three years, same price, to yield 4.45%).
- $200 million was covered by new bonds, same maturities, issued to the Bank of Canada in exchange for $200 million of the Dec. 15/60 issue.

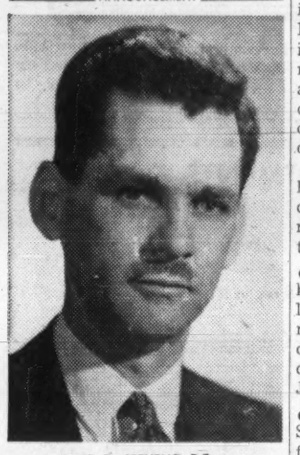
The bond issue totaled $600 million. The remaining $200 million was also taken by the Bank of Canada to refund in advance $200 million of the Dec. 1/61 conversion loan, thereby whittling the outstanding balance down to $820 million.

A big redemption is taking place this month.

The government is issuing $150 million of new 4%'s, dated Feb. 1, due May 1/64, price $98.50 to yield 4.5%. Of these, the public has taken up $100 million and the Bank of Canada has exchanged $50 million of its May 1/61 maturity.

The government will use the $100 million cash to buy an equal amount of the May 1/61 issue. This holding and the bonds exchanged by the Bank of Canada will be cancelled Feb. 1, thereby reducing the May 1 requirement from $525 million to $375 million.

ANNOUNCEMENT



PETER D. STEVENS, P.Eng.

Peter D. Stevens, P.Eng., has been appointed General Manager of McAvity-Cochrane Limited, Rexdale, Ontario, a newly formed subsidiary of Crane Limited, Montreal. This new company will sell direct to industry those products of Crane Ltd. which require special application engineering service. Included will be the products of Cochrane, Swartwout (electronic controls), Crane Piping (prefabricated piping) and certain products of T. McAvity & Sons Ltd.

Mr. Stevens, a graduate of the University of Toronto in Mechanical Engineering in 1949, served overseas with the RCAF. Mr. Stevens has a broad experience in engineered industrial products and most recently directed Stevens Engineering and Peter D. Stevens & Associates Ltd., Toronto, as President.

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ANNOUNCEMENT

W. J. CHEESMAN

The appointment of a Canadian, W. J. Cheesman of Hamilton, to a newly created post as head of Canadian operations of International Telephone and Telegraph Corporation was this week announced by Dr. Louis T. Rader, ITT vice-president U.S. Group-Commercial.

As General Manager with headquarters in Montreal, Mr. Cheesman will direct operations of three companies: ITT Electronics Service Company of Canada Ltd., Royal Electric Company (Quebec) Ltd., and Standard Telephone and Cable Manufacturing (Canada) Ltd.

The U.S. Executive Dr. Rader, himself a Canadian from Vancouver and UBC graduate, in discussing the appointment said, "This is a major move designed to improve and make more effective ITT service to its customers throughout Canada".

Mr. Cheesman, a native of Barrie, Ont., and B.A.Sc. graduate of the University of Toronto, brings to his new post a wealth of experience. Following service as a Naval Officer in World War II, he joined Canadian General Electric as a laboratory engineer and later served as research engineer with the Hydro Electric Power Commission of Ontario. Joining Canadian Westinghouse in 1951 he rose from sales engineer to Division Manager of the company's electronic division. Immediately prior to joining ITT he was manager Light Apparatus Group in charge of five company divisions.

'Statutory' Welfare Costs Push '60/61 Estimates Up

OTTAWA (Staff) — More than half the increase which Mr. Fleming's 1961/62 estimates show over the sums so far appropriated for the current fiscal year is caused by higher welfare payments (Table on p. 32).

Appropriations for 1960/61 so far come to $5,902.1 million. The new estimates total $6,123.7 million.

Of the $221.7 million difference, 58% is caused by "statutory" welfare payments. In this context, "statutory" means that the payments are continuing ones provided for by legislation which doesn't have to be repeated by Parliament.

Here are the additional welfare contributions:

- **Extra** $103 million under the Hospital Insurance Act, mainly the result of Quebec's decision to join the scheme.
- **$15 million** more for family allowances, because of population growth.
- **Another** $6.4 million for unemployment assistance, because there are more unemployed and because relief is easier to get.
- **Increase** of $5 million in the government's contribution to the Unemployment Insurance Fund, because the labor force is increasing (not because the government has decided to bail out the fund).

The remaining $92.3 million of the $221.7 million difference is caused by these extras:

- **$56.5 million** for "non-statutory," i.e., departmental increases.
- **$13 million** for civil service pension and superannuation payments.
- **$10 million** more in provincial grants.
- **$6.8 million** addition to the wheat storage subsidy.
- **$6 million in** trans-Canada highway contributions.

From the figures now available, you can't tell what the final totals of estimates for 1960/61 or 1961/62 will be. (Current year spending is even more of a mystery — figures on that won't come out for another two years.)

The current year estimates include the main estimates approved by Parliament last winter plus sets of "supplementary" estimates since. But they don't include the "final supplementary estimates" for 1960/61 which are likely to run over $100 million.

And the main estimates for 1961/62 will be beefed up by $200 million to $400 million by the various supplementary estimates which will come along during the fiscal year.

At that, the 1961/62 main estimates show that the cabinet committee which screened them used its hatchet to fairly good effect.

The increases in the non-statutory requirements for all government departments, including defence, has been limited to $56.5 million, despite the fact that civil service pay increases during 1960 add some $90 million to spending on a full-year basis.

Phones in the Sky May Not Be a Boon

MONTREAL (Staff) — An airliner cabin is one of the few places where businessmen can escape the insistent demands of the telephone.

Now even that sanctuary is threatened.

Airlines and phone companies have studied flying phones in recent years. Technically there is nothing to prevent an early introduction of the service.

But last week the U. S. Federal Communications Commission froze six radio channels in the 450-460 megacycle range for **American Telephone & Telegraph Co.** to set up a nationwide air-to-ground phone network.

There is talk of starting the U. S. service sometime this year.

In Canada, however, **Trans-Canada Airlines** and **Canadian Pacific Airlines** are unenthusiastic about flying phones.

Phone men still have some fairly serious problems to overcome.

While service is already available to business planes in the northeastern U. S. — and has been very well received—most U. S. airlines — like the Canadian airlines — are lukewarm about the idea.

The airline planners see nothing but trouble ahead once phones are installed.

They would add another chore for the already harrassed cabin staff.

And present AT&T thinking calls for the airlines buying and maintaining the airborne equipment, while the phone companies set up ground stations.

Weight won't be too much of a problem. The whole unit — transmitter, receiver and phone — shouldn't weigh more than 30 lb.

Cost would be a factor. But even worse, in airline eyes, is the possible reaction of passengers.

The number of calls a ground station could handle simultaneously is limited. So if a dozen planes within range of a given station all wanted to place calls, probably half of them would still be waiting when the time came to land.

A business man who knows he can't phone makes his plans accordingly, airline men feel.

But tell him there's a phone available and he will at once plan to use it.

Then when he finds he can't get a line, he will get mad at the airline.

Department of Transport, which must allocate radio channels if Canadians want flying phones, has yet to set any aside.

"We've had talks with TCA and CPA and **Bell Telephone** off and on," a DoT official told **FP** this week. "But so far nobody seems too interested.

"We'll make the facilities available if there is a real demand, but it hasn't come yet."

If AT&T does introduce the service, it doesn't expect the airlines to collect the phone bills — which is just as well because they refuse point blank to have anything to do with them.

The plan is to make all calls either collect, or charged to the user's home phone number or charged on a credit card.

Hospital, Gas Tax Boost Expected in Nova Scotia

From Our Own Correspondent

HALIFAX — Nova Scotia's 43-seat legislature which starts sittings next week, probably will boost the hospital and gasoline tax by 2%.

Recent speeches by senior government members seemed to have been aimed at softening a coming blow to the pocket book.

Re-elected in 1960 with an increased majority, Premier Stanfield has 27 seats. This gives the Conservatives a greater margin of safety in House sittings, but by no means indicates clear sailing ahead.

The 15 Liberals, led by their new House leader Earl Urquhart, who replaced Henry Hicks after his election defeat, and lone CCFer Michael MacDonald are expected to hit hard at the province's coal crisis and unemployment.

Given a temporary respite by a federal-provincial subsidy, three Cape Breton pits are now slated to close permanently in early and mid-summer.

If and when they do, 2,700 miners will be out of work.

Expected to be heard is an interim report by the Rowe Commission investigating the province's liquor laws. Recommendations are closely guarded secrets.

Greater spending on the province's highway paving program may see that part of the budget increase another $3 million.

The controversial Chignecto Canal proposal will get a thorough airing.

Government legislation abolishing coroners is expected. The job would be done where necessary in future by magisterial inquiry.

This could lead to a need for one or more magisterial appointments to handle the overflow.

Rumors persist of a cabinet shuffle with an appointment to the Supreme Court seat now held by Mr. Justice Doull scheduled to retire.

Most prominently mentioned for judicial appointment is Attorney General R. A. Donahoe.

Meanwhile, the eyes of most Liberal chieftains will focus on **House Leader Urquhart, heading the Liberals for the first time.**

Liberals say the leadership could be decided this summer but might not be considered until after the next federal election.

Aluminium Ltd. Plans Can Plant In Portugal

MONTREAL (Staff) — Portuguese sardines soon will be traveling "light" as the result of a venture by **Aluminium Ltd.**

Aluminium is collaborating with two Portuguese fish canners to build and operate an aluminum can plant at Matosinhos, Portugal.

Use of aluminum cans for the sardine pack was pioneered by Aluminium's affiliates in Norway.

Introduction of the technique to Portugal, where sardine production is a major industry, will be based on Norwegian experience.

Production of the Portuguese plant, expected to be in operation later this year, will be 12 million cans a year during the introductory phase.

Big Chemical Firm Buys Sarnia Land

Add another big international company to the expanding list of chemical firms moving into Canada's Chemical Valley at Sarnia.

Allied Chemical Canada Ltd. is preparing to take up an option on 180 acres of land on the St. Clair River 5 mi. south of Sarnia, a company official says.

Company will proceed with land development shortly.

Allied plans no early announcement on plant construction plans or products to be manufactured.

But it is expected this will be the site of company move into petrochemicals in Canada.

The parent firm—among the top five chemical organizations in U. S.—has been expanding rapidly into the organics field in recent years with main emphasis on nylon, polyethylene, isocyanates, vinyl chloride, resins, plasticizers and agricultural chemicals (herbicides and pesticides).

Allied Chemical Canada has been active here for a number of years in the acid fields, roofing industry, manufacture of calcium, sodium ash, food additives, dyes, industrial coke. Headquarters is at Montreal.

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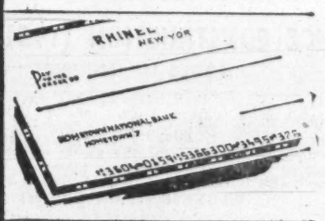
To be in operation in 1961, the Ferranti-Packard Reservation System will provide TCA passengers with answers to reservation enquiries in *two seconds*. The heart of the reservation network will be a Computer Centre where second by second bookings will be stored automatically in the electronic "brain". This system is another of many Canadian "firsts" for Ferranti-Packard.

CHEQUE SORTING MACHINE FOR FEDERAL RESERVE BANK, U. S. A.

Another Ferranti-Packard all-Canadian project is the design and manufacture of an electronic cheque sorting machine for the Federal Reserve Bank in New York, handling up to 135,000 cheques per hour.



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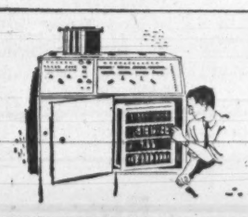
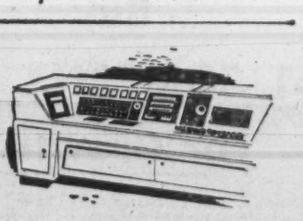


NUCLEAR REACTOR CONTROL EQUIPMENT

Working in conjunction with the C. D. Howe Co. Ltd. and Atomic Energy of Canada Ltd., Ferranti-Packard designed and built the control equipment for the N.R.U. Nuclear Reactor at Chalk River. Arising out of this work simulators have been developed for reactor control and operation study.



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WINS TWO AWARDS

B. C. Packers Ltd. has been named a double winner in the 1960 competition of the National Flexible Packaging Association in Florida. Both awards, for paper wraps and in frozen food category, were for the company's Rupert Brand Rainbow Trout package.

Sales To Common Market Up 41 p.c. In 11 Months

OTTAWA — (CP — Canadian exports to the European Common Market shot up 41 per cent during the first 11 months of last year, the Dominion Bureau of Statistics reported yesterday.

READ

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NOTICE TO TENDERERS

PROJECT: Supply and Installation of 390 Contemporary Dwellings and Storage Units at Various Sites.

File: 122-7-184

The tender closing date for the above mentioned project has been extended from 3:00 P.M. Eastern Standard Time, Wednesday, February 15, 1961 to 3:00 P.M. Eastern Standard Time,

WEDNESDAY, March 1, 1961

J. D. Jennison, Secretary,
c/o Tender Opening Room,
#4 Temp. Bldg., 56 Lyon St.,
OTTAWA, Ontario.

NOTE: (1) The deadline for receipt of applications for approval of materials other than those named in the Specifications has also been extended from February 1, 1961 to February 15, 1961. Such applications must be made to the Reviewing Authority through a Prime Contractor.

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Du Pont Net Dips by 5%

MONTREAL (Staff) — Unaudited consolidated net profit of **Du Pont of Canada Ltd.** for year to Dec. 31/60 was $6,835,000, 5% lower than 1959's $7,169,000.

Per share earnings were 92c (97c).

Lower earnings were attributed to lower selling prices and start up expenses of new polyethylene resins operations.

Sales in '60 increased 9.8% to $99,812,000.

Capital expenditures were $6,600,000.

Here are comparative results:

Year to Dec. 31:	1960	1959
Net sales	$99,812,008	$90,921,000
Other income	94,000	71,000
Net earnings	20,976,000	21,430,000
Less: deprec.	6,325,000	5,917,000
Interest	449,000	416,000
Taxes	7,367,000	7,928,000
Net profit	6,835,000	7,169,000

Harding Carpets Sales Up 12%

Sales of **Harding Carpets Ltd.**, Brantford, in first 2½ months of present fiscal year are about 12% higher than a year ago and profits have improved.

This is an encouraging start, President C. M. Harding told the annual meeting, although it would be unwise to project this curve for the balance of the year.

Canadian Stock Prices Broadcast to Europe

MONTREAL (Staff) — Following the move last week to list depositary receipts of European stocks on the Montreal Stock Exchange (**FP**, Jan. 28), the exchange has scheduled daily broadcasts to Europe of quotations of 71 Canadian stocks.

Initially short wave broadcasts carried by the international service of the CBC will be in English.

By June, they are also expected to be carried in French and German.

The list includes five banks, nine paper companies, eight base metals, 10 public utilities, four steels, six oil refineries, three pipelines, two western oils, two food stocks, four construction companies, four distilleries, two golds, two finance companies and nine miscellaneous companies.

In the beginning, the last price and net change will be given. Commentary may be added later.

Company earned $433,671 ($1.73 per share) in the year to Oct. 31/60, a decline of 33.5% from previous year's $652,291 ($2.63).

Drop in earnings was caused by lower margins and absence of non-recurring profits which contributed to 1959 results.

Algoma Net Drops 25%

Algoma Steel Corp. 1960 earnings were off 25% in 1960 at $13,253,000. This equalled share earnings of $2.30 ($3.05 in 1959).

Net sales in 1960 amounted to $140,876,000 ($162,696,000). Investment income was $2,371,000 ($1,837,000). Iron and steel shipments totaled 1,306,000 tons (1,489,000 tons).

From June to Nov./60 company was active in export market with one third of steel shipments going outside the country. This business was done at low prices.

The new universal beam mill is substantially completed and trial rollings will take place this month.

Burns Profit Cut by Half

Burns & Co., Calgary, consolidated net profit for 1960 was about $671,000 (87c per share), says President R. S. Munn.

This is down 50.8% from net of $1,362,701 ($1.77 per share) in 1959 and compares with an average of $1,125,000 for the preceding five years.

Lower earnings are chiefly attributed to the depressed prices caused by Canadian government's disposal on domestic market of large part of surplus frozen and canned pork carried over from 1959.

Canadian Chartered Banks

The Canadian Chartered Banks and their shares as investments are discussed in our February "Review". The Canadian banking system is recognized as one of the finest in the world and has contributed greatly to the economic stability and growth in Canada. Shares of the Canadian Chartered Banks represent quality investments with potential long term growth of both assets and earning power.

The "Securities List" contains a diversified selection of government and corporation securities for current investment.

A copy of our Review and Securities List will be gladly forwarded upon request.

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CITIES SERVICE ACCOUNT

Cities Service Oil Co., Toronto, has appointed **Thornton Purkis Ltd.** as its advertising agency. Recently with **E. W. Reynolds Ltd.**, the account was handled by Thornton Purkis from 1955 to 1957.

FP reports on WHY THEY'RE MOVING

By P. T. DURRANT

THE CLIMB in stock market prices, which has continued with a few brief interruptions since early December, has lifted Canadian industrials to their best levels since mid-1959.

Toronto Stock Exchange industrials index closed January at 541.38, for a 3.3% gain in the month. Present level is 6.1% above a year ago and is the highest since mid-Aug./59. The index is about 14 points (2.6%) below the record high of 555.65 set in July/59.

Price increases have been widespread, with much of the market interest centred on takeover offers and rumors. Individual stocks in the food, paper and merchandising groups have been strong without setting any definite pattern for their industry.

A number of utiltity stocks are making sturdy gains. **Northern Quebec Power Co.**, a $4-plus winner in January, increased its dividend rate to 45c quarterly from 40c, and declared a 10c extra. **Northern Telephone**, up nearly $1 at one stage, is expected to report substantially higher earnings for 1960 (first nine months' net was 21c a share vs. 13c year before).

These stocks all set 1960/61 highs in January; mid-week prices are close to these highs and are all above year-ago levels:

	Market Price —January— Recent	High	Low	Year ago
	$	$	$	$
Gatineau Power	38⅞	39	37	33½
Maritime T. & T.	18⅜	18¾	17¼	...
North Que. Power	30	30	25⅜	25
Northern Tel.	6	6⅛	5½	3.50
Okanagan Tel.	14	14⅛	12⅞	11⅛
Quebec Power	39⅝	40	37¼	35¾
Twin City Gas	6	6	4.50	5.50
Union Gas	16⅞	17½	15½	15¼

Strength in **Pembina Pipe Line** reflects company's partnership with **Standard Oil (Indiana)** in proposed construction of a gas liquids pipeline from Alberta to Chicago. Pembina shares rose from $10¼ to $11⅞, a new 1960/61 high (mid-week: $11¼), after an earlier climb from $8⅛. Best price last year was $8¾.

Company is expected to reveal plans soon for Canadian ownership of the Canadian section of the line and a big minority interest in the U. S. portion.

Shares of **Fanny Farmer** moved ahead $2 to a 1960/61 high of $20 in active trade early this week. Low this year is $16¼. Interest may have been stirred by a letter from a U. S. investment house recommending the stock. Company's half-year report should be issued later this month.

A. V. Roe shares made their best showing in a long time, climbing from $5 to $6⅝ in heavy trade (79,000 shares changed hands last week, another 58,000 in first two sessions this week). Price later slipped to $5¾.

Sparking the action was announcement by subsidiary **Avro Aircraft** of plans to produce automatic vending machines under agreement with a U. S. firm. Company says the new products will take up about 10% of production capacity at its Malton plant and will employ 500 when full production is reached in three to five years.

Market price of **Jockey Club** shares bounced ahead to a high of $2.90 to break the previous four-year high of $2.80. Stock had been selling earlier around $2.50. Mid-week price: $2.80. Prospect of night harness racing at a Toronto track this summer caused the flurry.

Canadian Breweries was firm at $45½ (new high) early this week. The shares advanced $1.50 in January. Company's U. S. subsidiary, **Carling Brewing Co.**, plans a $20 million brewery in Texas, the firm's eighth U. S. brewery. Canadian Breweries itself is believed to be acquiring **Calgary Brewing & Malting Co.** (a statement by the company is expected soon) and is reported to be planning another brewery acquisition in the U. K.

Massey-Ferguson was firm at $11⅝ at mid-week, up $1 in past two weeks. **Cockshutt Farm Equipment** on the other hand had slipped to $12¾ from $14 earlier. Both firms reported lower earnings in latest fiscal year: M-F, 37c a share ($1.65 year before); Cockshutt, $1.18 ($1.67).

Value Line Investment Survey, New York, says earnings in farm equipment industry will be improving in 1961. Farm income has turned up and foreign markets are expanding rapidly. Value Line looks for an increase of about 15% in agricultural equipment sales over next three to five years.

* * *

Canadian Oil Cos. is active and higher amid rumors of an offer from **British Petroleum.** The stock ($26½ at mid-week, after touching $27¾) has moved up $3 in recent trading. There is nothing to justify the rumor, a company official told **FP**.

Anglo-Newfoundland Development Co. is also being mentioned as a possible takeover or merger prospect. Its shares have stepped up to $8¼ from $6⅝ in heavy turnover (over 90,000 shares in last two weeks).

Burns & Co., Calgary meat packer, is talked about again in connection with a takeover. Shares are active, climbing $2 to $13¾, later settling at $12½. Company denied earlier rumors of a bid for its controlling shares (**FP**, Nov. 26).

Meanwhile, shares of Canada's largest meat packer, **Canada Packers**, are moving up well. In January class A stock rose $7 to $56, class B $6 to $55 (most of the gain was in past two weeks). High for both classes in 1960 was $50.

A "rights" offering by **Toronto-Dominion Bank** is rumored imminent, **R. A. Daly & Co.**, Toronto investment firm says. Last offering was in Oct./58, on a one-for-five basis at $34 per share. Toronto-Dominion shares ended January at $63⅛, up $5 in the month.

NOTE

By VINCENT EGAN

THE NEW ISSUE market continues to grow stronger. As always, there was a heavy institutional demand for this week's **Consumers' Gas** 6% issue, while last week's **Irving Oil** 6½% bonds went to a two-point premium.

In part, the strength is seasonal. January and February nearly always see rising bond prices, as institutional investors begin to invest their new year's funds.

* * *

This week's offering of $14 million **Consumers' Gas** 6% 20-year debentures at par was complicated by the borrower's request that its customers' orders be given special consideration by dealers.

Although the issue was considered to be a little overpriced, when compared with prices on provincial bonds, Consumers' issues are always popular with institutional accounts.

Some institutions, however, had to be content with allotments of one tenth of their orders, or even less, so heavy were the orders.

Dominion Securities and **A. E. Ames** headed the syndicate.

* * *

The $10 - million New Brunswick issue is being offered by a syndicate headed by **Royal Securities Corp.** and **Crédit Interprovincial Ltée.**, in two parts:

- **$2 million** 5¼% five-year non-callable debentures at 99.35 to yield 5.40%.
- **$8 million** 5¾% 23-year debentures, callable after 21 years, priced at 98¼ to yield 5.89%.

* * *

A $1,450,000 issue of Saskatoon one-to-25-year 6% serial debentures, yielding 6.15% on 11-to-25s, has been sold by **Wood, Gundy** and Dominion Securities.

* * *

No new financing is planned by **Algoma Steel Corp.**, an official told **FP**. Expansion of facilities to produce wide plate is being paid for out of funds generated internally.

* * *

Major acceptance companies lowered the interest rates on their short-term notes following the recent reduction in treasury bill rate.

Here are new rates on the notes:

Term	Interest
30-89 days	3¼ %
90-179 days	3¾ %
180-269 days	4%
270-365 days	4½ %

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TFP-24

ANNOUNCEMENT

C.A.C. EXECUTIVE APPOINTMENTS

CHARLES S. JENSEN — DOUGLAS R. STEADMAN — CLARENCE E. TRUDEAU

The election of Mr. Clarence E. Trudeau as President of Canadian Acceptance Corporation Limited was announced recently by Mr. O. Nerby, Chairman of the Executive Committee.

Mr. Trudeau succeeds Mr. Charles S. Jensen, who now joins the Executive Staff of the parent company, C.I.T. Financial Corporation, New York as assistant to President L. W. Lundell.

Mr. Douglas R. Steadman has been elected Vice President and General Manager of the Equipment Financing Division of Canadian Acceptance Corporation Limited. Mr. Steadman was formerly Vice President and Assistant General Manager of this Division and now assumes the responsibilities previously administered by Mr. Trudeau.

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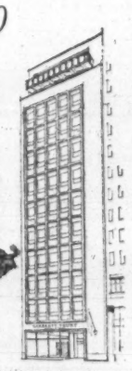

CAPITAL AND RESERVE FUND	$	7,500,000
An increase over 1959 of 7%		*500,000*
DEPOSITS	$	94,000,000
An increase over 1959 of 16%		*13,000,000*
TOTAL ASSETS	$	249,000,000
An increase over 1959 of 13%		*29,000,000*
NET PROFITS	$	776,000
An increase over 1959 of 13½%		*93,000*
EARNINGS PER SHARE	$	2.22
An increase over 1959 of 14%		*.27*

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JOHN J. RICCARDO

ROBERT D. ARMSTRONG

Mr. Riccardo has been appointed Vice-President and Operations Manager of Chrysler Corporation of Canada, Limited, in an announcement by Ron. W. Todgham, President. He formerly was General Manager, Export-Import Division, Chrysler Corp. He succeeds Robert D. Armstrong, who relinquishes the executive vice-presidency to become General Manager—Market Representation and Dealer Enterprise of the parent Corporation in Detroit, with responsibilities on both sides of the border. Mr. Armstrong continues as a Vice-President and as a Director of Chrysler of Canada.

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61-8

FP reports on INVESTMENTS

Compare These Share Swaps

Company	Takeover Offer	Earnings 1960	Earnings 1955	Dividends Now	Dividends 1955	Equity 1960	Equity 1955	Mkt. Value Midwk. Closing	Mkt. Value Before Offers	1955 High
		$	$	$	$	$	$	$	$	$
Dominion Tar & Chemical	2½ common for	*3.50	3.10	2.00	1.06	†36.58	23.80	37½	35⅝	33¾
Howard Smith Paper Mills	1 common	*2.95	3.34	*1.20	1.25	35.71	24.90	37	36	44½
Dominion Tar & Chemical	11 common for	*15.40	13.64	8.80	4.68	†160.93	104.72	165	156¾	148½
St. Lawrence Corp.	8 common	*11.20	14.80	8.00	4.00	†75.28	54.72	160	149	180¾
Salada-Shir.-Horsey	1 common for	93c	[1]39c	27c	[1]12½c	†4.75	[1]1.75	13¼	12¼	[1]3¾
Cdn. Food Products	2 common	*[2]15c	Nil	Nil	Nil	[3]Nil	98c	12½	9	8¼
Bridge & Tank Co. of Can.	1 new cl. B preferred for	n.a.	...	[5]60c	...	n.a.	...	9 (expected trading price)		
United Steel Corp.	1 common	[4]Nil	1.08	Nil	1.00	‡18.68	15.85	6⅞	6½	17¾
International Utilities	1 $2 conv. preferred for	*14.90								
Northland Utilities	2 common	*[6]2.40	[6]1.56	2.00	...	‡173.59	...	46½	41⅛	....
		[7]2.42	1.64	1.00	28c	‡13.36	8.16	42	38	[8]28

*Est. †At Sept. 30/60. ‡At Dec. 31/59. [1]1956. [2]On reorganization basis. [3]At Feb. 27/60. [4]First 11 months. [5]From March 1/61. [6]Per common, into which preferred is convertible. [7]1959, 1960 running ahead. [8]1957, first year listed. n.a.—not available. All figures adjusted for stock splits.

INVESTORS are busy with their pencils comparing offers in the several share exchanges now being negotiated by Canadian companies.

How some of the key financial figures compare when adjusted to reflect the proposed exchange basis are shown in the table.

For instance, the $3.50 earnings for Dominion Tar are the earnings for 2½ shares at the $1.40 per share 1960 profit estimated by the company.

Earnings: Some are quite small in relation to those on the shares being offered. Canadian Food Products Ltd. and United Steel Corp. both have poor 1960 earnings estimates for common shares, but takeover bids are based on improvement through acquisition.

Dividends: Present dividends for companies making takeover offers are all higher, as expected, than those for firms being wooed.

Equity: Comparisons for Dominion Tar & Chemical Co. and Howard Smith Paper Mills Ltd. are remarkably similar. The others show a large spread.

Market value: Closing prices before and after offers give ratios about the same as takeover bid. But five years ago, the market values were very different.

Bought U.K. Firm in 1960, Salada Prospectus Shows

Confirmation of the purchase of **Askeys Premier Biscuit Co.** of England is given in a prospectus issued this week by **Salada-Shirriff-Horsey Ltd.**

Agreement was signed Sept. 28/60 for purchase by Salada of the biscuit firm, as well as **Machinery Engineers & Designers Ltd.** and **Askeys (Airdrie) Ltd.**

Vendors were six members of the Askey family and Albert D'Inverno.

Last week, S-S-H management declined comment on rumors of the purchase (**FP**, Jan. 28).

The purchase agreement was not disclosed in the S-S-H report for year ended Sept. 30/60 (**FP**, Dec. 31). President Grant Horsey's "report to share owners," dated Dec. 28, drew attention to two other acquisitions made after Sept. 30; agreement covering these purchases, prospectus shows, was dated Jan. 11/61.

"There have been sound business reasons why our directors and management have not chosen to comment at this time on this relatively minor development which relates to a specific marketing problem," Horsey told **FP**.

Rumors in the U. K. put the purchase price of Askeys at £300,000 ($834,000).

Prospectus, dated Jan. 27 and sent to **Canadian Food Products Ltd.** shareholders this week, was required because of the S-S-H offer of one of its shares for each two CFP shares (**FP**, Jan. 28).

It reports unaudited net profit for Canadian Food Products of $380,127, after $126,083 income taxes for 10 months to Dec. 31/60, compared with net loss of $116,895 in year to Feb. 27/60.

The 10-month figure includes capital profit of $28,435 (no capital gain was recorded in 1959-60), and reflects depreciation allowance of $291,874 vs. $405,162 in the 12-month period. An $80,783 loss on closing and disposal of restaurants was charged to contributed surplus arising on reorganization.

Canadian Food Products shareholders have until Feb. 22 to accept the S-S-H offer, which is contingent upon acceptance by holders of at least 593,000 or 91.2% of the 650,000 outstanding CFP shares.

L. W. Lawson, CFP president, told shareholders that the offer was recommended by all directors who were not also shareholders or directors of S-S-H. The latter directors, a minority, refrained from making a recommendation.

Lists of directors show J. W. Horsey, chairman of S-S-H and vice-chairman of CFP, to be the only director in common.

Lawson said that more than half the outstanding CFP shares are held, between them, by CFP Chairman E. W. Bickle and **Argus Corp.**, a holding company. Both these holders intend to accept the S-S-H offer.

CSE Seeks More Listings

MONTREAL (Staff) — The Canadian Stock Exchange hopes to attract more corporations of medium and moderate size to its trading list.

S. J. Langill, retiring chairman of CSE, told annual meeting last week listing can pave the way to public financing and more rapid growth.

Requirements for listing on CSE include:

- **Listing fee** of $1,000 for corporations with less than 500,000 shares outstanding.
- **Annual** sustaining fee of $100.
- **Minimum** of 100-150 shareholders.
- **Audited** financial statements.

Langill hopes further government action will be taken to reduce burden of corporate taxation on smaller enterprises.

Newly elected chairman is P. B. Reid, director of **MacDougall, MacDougall & MacTier.** Vice-chairman is R. C. Bulman, and secretary-treasurer E. J. Wright.

Reitman's Sees Higher Profit

MONTREAL (Staff) — **Reitman's (Canada) Ltd.** expects earnings for year to Jan. 31/61 will exceed previous year's $758,000.

For 11 months to Dec. 31/60, sales increased 17% over similar 1959 period.

Company expects to open 20 new stores in 1961. First five will be in Sydney, N.S., Moncton, St. Catharines, Regina and Vancouver. Total of 153 stores is currently in operation.

All new stores under construction will include pre-teen and teen-age departments. President Louis Reitman says these new departments are progressing well and will be added to existing stores as soon as possible.

In year to Jan. 30/60, consolidated net profit was $758,028 (82c per class A and common share), 5% higher than previous year's $721,354 (78c).

Mitchell Co. Dividends Are Resumed

MONTREAL (Staff) — After omitting December dividend payment on class A stock, **Robert Mitchell Co.** has declared 15c a share payable March 15 to holders of record Feb. 15.

This brings arrears to $1.35 per share. Stock is entitled to $1 per annum.

Company officials indicate dividends are being paid to extent justified by earnings.

In year to Dec. 31/59, net profit was $303,172 ($1.35 per class A share before participation), 176.7% higher than 1958's $109,573 ($0.49).

New Brunswick Issue Offered

MONTREAL (Staff) — A new issue of $10 million of New Brunswick sinking fund debentures is being offered by a syndicate headed by **Royal Securities Corp.** and **Crédit Interprovincial Ltée.**

To be dated Feb. 15/61, $2 million will be five-year non-callable debentures and will bear interest at 5¼%.

The balance will be due Feb. 15/84 with a 5¾% coupon. They will be redeemable in whole but not in part on 45 days' notice after Feb. 15/82 at par.

Offering price is 99.35 to yield 5.40% on the five-year debentures, and 98¼ to yield 5.80% on the 23-year maturities.

Suggestions for February Investment

Bonds	Interest Rate %	Maturity	Price	Yield %
Government of Canada	3	1 Dec., 1961	99.75	3.27
Government of Canada	4	1 May, 1964	98.75	4.42
Government of Canada	4½	1 Sept., 1983	90.25	5.24
Government of Canada Guaranteed: Canadian National Railway Company	5	1 Oct., 1987	94.75	5.36
Province of Ontario	3¾	15 Dec., 1963	97.25	4.76
Province of Ontario Guaranteed: The Hydro-Electric Power Commission of Ontario	4½	15 Oct., 1970	94.25	5.26
The Hydro-Electric Power Commission of Ontario	5½	15 Feb., 1981	98.00	5.67
Province of Nova Scotia	5	15 Sept., 1980	93.50	5.55
City of Hamilton, Ontario	5¾	31 Dec., 1964	100.35	5.65
Municipality of Metropolitan Toronto, Ontario	5	1 Feb., 1977	93.75	5.60
The Alberta Gas Trunk Line Company, Limited	5¼	1 May, 1981	94.50	5.71
British Columbia Telephone Company	5¼	1 Nov., 1983	94.50	5.67
Canada and Dominion Sugar Company Limited	5	15 July, 1978	94.00	5.55
Canada Permanent Mortgage Corporation	4	1 Sept., 1966	94.50	5.15
The Consumers' Gas Company	5	1 Feb., 1978	94.00	5.55
The T. Eaton Realty Company Limited	5	1 Apr., 1978	95.00	5.45
Salada Realty Limited	6¼	1 Feb., 1981	101.50	6.11

Stocks	Indicated Dividend Rate	Present Market	Yield %
The Canadian Bank of Commerce	2.05†	61.50	3.33
Consolidated Paper Corporation Limited	2.00	43.50	4.59
The Consumers' Gas Company	.40	16.875	2.37
Dominion Foundries and Steel, Limited	1.40	46.875	2.98
Imperial Oil Limited	1.35†	38.625	3.49
The Shawinigan Water and Power Company	.80	28.375	2.81

We offer, subject to confirmation, bonds plus accrued interest as principals, shares plus brokerage as agents.
†Includes extra dividend.

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C-I-L '60 Profit Up 5% Sales Top $170 Million

MONTREAL (Staff) Unaudited net profit of **Canadian Industries Ltd.** for 1960 was up 5% to $6,575,000 ($6,246,000 in 1959).

Earnings per common share were 74c (70c).

Sales increased 12% to $170.7 million ($152.3 million).

Sales figures have been adjusted to reflect delivery charges as an operating cost.

Export sales were double 1959's, despite relatively low prices. This was attributed to greater overseas shipments of Terylene polyester fibre and resin and polythene.

Domestic sales of paints, ammonia and Terylene increased while reduced mining activity cut sales of sulphuric and nitric acids and explosive products.

During 1960 company:

- **Completed** pentaerythritol tetranitrate plant at Beloeil, Que., and caustic potash plant at Cornwall, Ont.
- **Started** production from polythene film extrusion and converting plant at Brampton, Ont.
- **Purchased** assets of **M & D Industries Ltd.**, a film extruder and **R. D. Cattermole Ltd.**, a film converter.
- **Wholly-owned** subsidiary **Brandram-Henderson (West Indies) Ltd.** to build a plant in Kingston, Jamaica.

Here are comparative results:

Year ended Dec. 31:	1960 $	1959 $
Sales	170,737,000	152,257,000
Net earnings	24,815,000	22,487,000
Less: Interest, etc.	2,166,000	2,147,000
Deprec.	9,394,000	8,450,000
Inc tax	6,301,000	5,295,000
Min. int.	379,000	349,000
Net profit	6,575,000	6,246,000

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What Unemployment Isn't

It is clear that the most urgent job facing those who shape our economic destiny is getting a growth rate that will re-employ the laid-off and keep a high proportion of the work force at work.

But it is also vital that those debating how this is to be achieved stop equating National Employment Service figures with real, honest-to-goodness hardship.

In this connection, the findings of Warren James, Ottawa economist, are much to the point. From a careful survey of Canadians registered for work with NES, he estimates that nearly 100,000 or 27% classified in this way as jobless do not need work to support themselves or their families. By definition they are "unemployed" but only in the excesses of political oratory could they ever be conceived of as hardrock cases of need and misery.

About half of Warren James' 100,000 "unemployed" are women who have registered for a job because they want a bigger family income or distraction from the boredom of household chores—and would take a job if it were pleasant. This is not genuine unemployment.

Others in the 100,000 are teenagers, most of whom live with their parents, and persons over 65 with retirement pensions or other income. For their own good and for society's good, these people should perhaps be working—but most don't by any stretch of imagination belong in the unemployed group where there is an economic pinch being felt.

Many of these people, it seems likely, are registered for work in order to collect unemployment insurance. "The view is held in some quarters that a good many of the married women registered for jobs are really in the process of withdrawing from the labor market or at least are not anxious for full-time permanent employment," James says.

It is in every Canadian's self-interest to see that there are none of those genuine cases of hardship where unemployment means what it did in the 1930s. But for politicians and the public to insist upon using NES "unemployment" figures as so many cases of real honest-to-goodness human misery of the hungry and cold kind, is to becloud the issue and hamper sensible action to create worthwhile plans for growth.

The Law's Iniquities

The cruel iniquity of this country's divorce laws is illustrated by a truly shocking Ontario case which, incidentally, doesn't add to the lustre of the legal profession.

At Kitchener a woman was convicted of bigamy because she remarried after her first husband had been in a mental hospital continuously for 25 years. The only saving grace in the whole story is that she was given suspended sentence.

It is an aggravation of the injustice that the woman, according to her own testimony, was told by her lawyer—who took money for his advice—that she was free to remarry. This situation would certainly seem to warrant an investigation by the policemen of the legal profession.

More important, the Canadian divorce law needs thorough revision. It is quite monstrous that incurable insanity is not a ground for the dissolution of marriage in this country. In nearly all civilized societies it's acknowledged that a marriage so vitiated is no marriage at all.

Those who oppose divorce on any terms are free to follow the dictates of conscience. Those who hold a different opinion should not be subject to the wicked rules and brutal penalties of Canada's existing law.

They Could Open Many Doors

Canadians have lectured the British and the Europeans for years on how to sell in our market. Provide good servicing facilities, prompt delivery, ready supplies of parts, we told them.

Now it's time we took our own good advice and applied it to our sales efforts in these increasingly prosperous European markets.

Canada starts with a special advantage the Europeans didn't have when they sought to establish a foothold here.

There are now in Canada a great many people who know Europe well and speak the languages—because they were born there. From this group, Canadian firms can find many who would be keen to take on the challenge of developing the company's European operations on a broader scale.

Just recently, for instance, FP was asked by a Netherlands-born graduate engineer for a list of Canadian companies with subsidiaries in the Netherlands. He has had 10 years of varied experience in Canada, he says, and thinks he could be very useful to one of these subsidiaries.

There are many others in a similar position, and with a similar interest in capitalizing on their special capabilities.

This is a resource we should exploit to the full.

Tommy Douglas to the Rescue?

News that Premier T. C. Douglas of Saskatchewan may after all lead Canada's new party of the left, despite his earlier protestations that he did not seek and wouldn't take the job, naturally stirred speculation about the future of the Socialists in national politics.

The consensus seems to be that the new party would have a better chance of progress under Douglas than under any other man in the running for leadership.

Tommy Douglas certainly has impressive assets. He is a first-rate orator and debater. He's a lively and likeable man. He has shown his vote-getting powers by winning five Saskatchewan elections in a row. It's on the credit side, so far as most electors are concerned, that harsh experience with economic realities has disabused him about some of socialism's dogmas dreamed up to cope with the very different world of almost a century ago.

But it doesn't necessarily follow that Douglas would be a whiz as national leader.

M. J. Coldwell, CCF chief from 1944 on, is also a good speaker, an agreeable personality and a moderate; but the CCF got nowhere near federal office under his guidance. Likewise pertinent is the case of John Bracken. As Manitoba premier for 21 years continuously, 1922-43, he looked invincible in his home territory; but he failed as national Tory leader. Success in provincial politics doesn't guarantee success at Ottawa.

Should the CCF-trade union coalition turn out to be a serious threat to the older contestants, the important reason may be not leadership but money. If the new party is anything like as successful as the U. K. Labor party in assessing organized workers for party dues, it will be far richer than the Liberal and Conservative parties put together; and in elections, as in other spheres of endeavor, money talks.

Playing Fast and Loose

There is a slight, but disquieting, ripple of concern disturbing the usually placid pools of the life insurance world.

> "This past year, the percentage of policies lapsing has shown considerable increase. In some cases the lapse is unavoidable, due to loss in earning power of the policyowner. However, there do appear to be an increasing number of individuals who, in presenting new schemes for the investing of money . . . have no regard for the savings and protection already built up by the owner of an insurance contract, and advise dropping it in order to make a new sale."

So states J. K. MacDonald, president of Confederation Life Assurance Co. The same trend toward early terminations was also noted by Russel J. Wood, vice-president of Imperial Life who laid part of the blame on the large quantities of temporary "term" life sold in recent years.

There are, let it be granted, many good and clear reasons why the wise family man should build up savings in as many ways as possible. But few and far between, indeed, are the get-rich-fast schemes that pay off as handsomely at critical moments as the old-fashioned life insurance policy.

Plainly, the man who does not make life insurance the heart and core of his family protection program is playing fast and loose with the security of his dependents, whatever his reasoned hopes and good intentions may be.

Nina, Pinta—and Santa Maria

Canadian party warfare is often said to be rather dull.

But probably most of us would rather have it that way than see L. B. Pearson or Hazen Argue capture an Empress liner at gunpoint and dash about the high seas, with 600 passengers as hostages, in a bid to dislodge John Diefenbaker.

All the same, there is one aspect of the Santa Maria incident that should give taxpayers some reason for furious thought.

U. K. and U. S. naval units were ordered out on a Monday to track down the Portuguese ship that had fled St. Lucia in the West Indies only hours earlier. Air search joined in—and the forces fanned out like hungry hunters over the Caribbean.

Two days later, the Santa Maria was accidentally sighted by a Danish merchantman. Seven hours later still a U. S. plane finally pinpointed its position.

It took American forces almost as long to sight the Santa Maria as it took Columbus and his Santa Maria to sight America.

Billions upon billions of taxpayers' money is spent on defence of an early-warning, deterrent, watch-dog type.

But if U. K. and U. S. planes and ships can't find a 12-story liner lighted like a Christmas tree, babbling incessantly by radio, what, pray tell, can they do about "enemy" subs approaching these shores?

Post Scripts

MR. SULLIVAN

Gets Things Done

Arthur G. Sullivan, elected president of the Canadian Construction Association at the 43rd annual meeting in Toronto last week, is a quiet, diplomatic, efficient man with a reputation for getting things done.

He will need these qualities in leading the important industry to new heights of prosperity. He becomes spokesman for the 1,300 construction and allied firms from coast to coast who are CCA members. They give direct employment to 580,000 Canadians and indirect work to another 550,000. The industry will handle over $7,000 million worth of construction this year — about $1,000 million more than the federal budget.

Sullivan has been in the industry all his life. Born 1908 in Montreal, where he was educated at St. Patrick's Academy, he joined Foundation Co. of Canada in 1925 and has been with the big international company ever since. He has had wide experience within the Foundation group of companies and is now president of Foundation Maritime Ltd. of Halifax. He is also vice-president and director of Foundation Overseas Ltd.

His extra-curricular activities include president of the Eastern Canadian Tug-Owners Ltd., a member of the Lower St. Lawrence Gulf Development Association and Canadian Inter-American Association.

He has also found time for other associated activities. He is a former director of Montreal Builders' Exchange, a past president of Halifax Construction Association and of Montreal Purchasing Agents' Association.

Married, with one son and a daughter, he lives in the Town of Mount Royal. His hobby is sailing, as membership in the Royal Nova Scotia Yacht Squadron testifies.

Utility Chief

The new president of British Columbia Electric Co., Dr. Harry Leslie Purdy, joined the west coast power-transit company in 1947 as its research head.

Vancouver-born (1908) he takes over the presidency from Dr. A. E. Grauer, who will continue to be the company's chief policy maker as chairman of the board. Purdy will be directly responsible for the utility's operations.

Two years after joining B.C.E., the operating arm of the giant B.C. Power Corp., Purdy's responsibilities were expanded to cover administrative controls. He established an outstanding record in these important fields.

From his office in B.C.E.'s towering, ultra-modern office building, a showpiece in downtown Vancouver, Purdy can see his old public school. He majored in economics at the University of British Columbia, took his M.A. at the University of Washington in business administration and his Ph.D. at the University of Chicago.

For some time he taught economics at Dartmouth College, N.H. (honorary M.A.) and from 1941 to 1943 worked as a research economist with the U. S. Government transportation board in Washington. He then joined the Missouri Pacific Railroad as assistant research director. Purdy was thus an expert in retail transportation when he joined B.C.E.

He married a St. Louis girl. The Purdys have two sons.

Friendly and articulate, Purdy is a director of several companies, including Lafarge Cement, Canadian Pipe Mills and B.C. Air Lines. He is a director of B.C. Research Council, a member of the U.B.C. Senate and past president (1958) of the Canadian Gas Association.

He is active in several fields of community service. A rugby and tennis player of note in his younger days, Purdy still takes an active interest in sport, particularly golf.

MR. OLAND

Heads Oldest Board

It is perhaps fitting that an alert Halifax businessman, born and bred in the ancient city, should be president of the Halifax Board of Trade, the oldest board on the continent and in the Commonwealth.

He is Victor de B. Oland, vice-president and general manager of Oland & Son Ltd., and A. Keith & Sons Ltd., brewers and bottlers, Halifax, and president of Oland's Brewery Ltd., Saint John, N.B. He was elected at the Board's 210th annual meeting last week.

Oland, 47, who was educated at Loyola College, Dalhousie and Oxford Universities, is active in many Halifax business, community and charitable organizations. He was first vice-president of the Board last year. A staunch advocate of the Maritimes, especially of his native city, Oland is chairman of the citizens planning committee for Halifax and national vice-president of the Canadian Chamber of Commerce.

His military bearing and strong personality comes from long service in the Armed Forces. He served in World War II in the Royal Canadian Artillery. He retired in Sept./60 as Brigadier in command of 4 Militia Group.

A Roman Catholic and Knight of Malta, Oland married Nancy Jane Medcalfe of New York City. They have two sons (the elder son, Sidney, recently graduated from Dalhousie and entered Oland & Son) and two daughters.

DR. PURDY

What Price Survival?

"This is the most horrifying book I have ever read or expect to read."

That is the frank comment of Knowlton Nash, FP's Washington correspondent, of On Thermonuclear War by Herman Kahn.

Its implications for Canada are terrible.

By KNOWLTON NASH

Nothing by Poe, Wells or even the Count de Sade can match the horror of this book by Herman Kahn, who is one of the "brains" at the U. S. Air Force "think factory", the RAND Corp.

In an engagingly frank style, Kahn breezily discusses the pros and cons of 20 million, 40 million, 80 million and 180 million Americans dead in a thermonuclear war with Russia.

His main thesis is that nuclear war will not mean the end of the world; that such a war is quite possible; that the West must adopt policies to reduce as far as possible the number of dead when such a war occurs.

He outlines various strategies that could lead to 40 million dead instead of 80 million, and 20 million dead instead of 40 million.

After talking with many leading U. S. scientists, intellectuals and military leaders, Kahn finds the general attitude that an "acceptable price" for a war with Russia ranges between 10 and 60 million Americans dead, "clustering toward the upper number." Europeans he has discussed this with, he notes, believe the U. S., when faced with the decision, would find acceptable a much lower price, generally between 2 million and 20 million dead Americans.

While the world will not end with a nuclear holocaust, according to Kahn, it might take more than 10,000 years to get it back to its pre-war normality. But Kahn sees hope in this. "Objective studies indicate that even though the amount of human tragedy would be greatly increased in the post-war world, the increase would not preclude normal and happy lives for the majority of the survivors and their descendants," he says.

The book is littered with glib talk about "Doomsday Machines", "strike first" capability, "city exchanges" (that is, the Americans destroy Leningrad, the Russians retaliate by destroying Chicago. The Americans destroy Moscow and the Russians in turn, destroy Washington), "ballistic blackmail", "the nuclear bullet" (equal to 10 tons of TNT), "begaton" and "gigaton" hydrogen bombs, and "finite deterrence."

What is so appalling to the lay reader is the fact that this Kahn is no nut. He is a very serious man. A very influential man. And this book has become the current bible of the U. S. Air Force, especially the strategic Air Command, and is being read by most of the American military leaders as well as the key civilian leaders. It may have profound influence on U. S. policy.

That is exactly why I, at least, find it so frightening. I suppose we've got to face up to the horrifying alternatives posed by Kahn.

Kahn admits that he is discussing "possible degrees of awfulness," but he feels we have too long hidden from the inevitable results of a nuclear war.

By spending a few hundred billion dollars now for such things as new military postures and bomb shelters, Kahn believes the number of dead can be drastically reduced and the period of some large degree of economic recuperation sharply cut down to 50 years, 20 years or even 10 years.

Perhaps instead of digging holes in the ground and estimating the possible dead, we should build a fire under our diplomats. If they can't reach agreement within a certain period, we might just boil them all, Russians included, in oil and start off with a new batch of diplomats. Certainly it would be cheaper in terms of human life than the kind of war Kahn talks of.

On Thermonuclear War, by Herman Kahn; published by R. J. R. Saunders, Toronto; $6.

"Quote-Unquote"

James Reston, commenting in The New York Times on President Kennedy's inaugural speech:

"Like all true expressions of the American ideal it was a revolutionary document. It was not only eloquent, but moralistic and even religious, and if it is taken at face value, it is a proposal, not merely that we 'get going', but that we begin transforming our national life, our relations with the Allies, and our relations with the Communists."

* * *

S. J. Langill, chairman, Montreal Stock Exchange:

"A listing on a recognized stock exchange is an invaluable asset—an asset available to any corporation, large or small, that is soundly directed, that provides continuity and breadth of management, that has a record of integrity and fairness in its commercial operations and whose officers are aware of the responsibilities of a listed company to its shareholders and the public."

* * *

D. Cass-Beggs, president, Canadian Electrical Association:

"Canada's position in the field of nuclear energy remains one of great significance.

"It would appear that, in Ontario at least, nuclear power plants may be considered interchangeable with conventional thermal plants in the latter part of the next decade."

* * *

K. D. Morley, president, Canadian Association of British Manufacturing Agencies:

"A critical stage has been reached in trading relations between Canada and the U. K. and imports from the U. K. run a serious risk of being adversely affected by measures really aimed at cutting down Canada's unfavorable balance of trade elsewhere.

"Of the 14 countries Canada trades with, Britain provides the greatest favorable trade balance, by a wide margin, estimated at $300 million in 1960. Canadian sales to the U. K. are now nudging the $1,000 million a year mark, a record in the trading history of the two countries. The large and prosperous British market is virtually wide open to Canadian products, primary or manufactured."

* * *

Letter in the Victoria Daily Times by Bill Mawle:

"Victoria will be a prettier city on March 1, when all automobiles will be wearing their handsome pink license plates."

Stop Me If . . .

Car-owner: "I've had this car for over six months and haven't paid a cent for repair or upkeep since I bought it."

Friend: "So the man at the service station was telling me."

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Feb. 4, 1961

FP features

J. B. McGEACHY

Friends and colleagues of Fidel Castro, men who went through hell and misery in the mountains and shared his revolutionary ardor, have turned against him.

WHAT HAS GONE WRONG with the Cuban revolution that tossed out infamous Fulgencio Batista and made Fidel Castro prime minister?

When Castro entered Havana in triumph on New Year's Day, 1959, even world-weary cynics gave three cheers for an authentic hero. Though he had gained power in bloody combat, not by election, his regime was at once recognized by the U. S. and all the Latin republics.

Today Castro is reviled in the U. S. as a Communist. So far left has he moved, it's said, that China, not Russia, is now his spiritual home. Khrushchov's Russia, by Castro's present standards, is a backslider into bourgeois decadence.

This isn't news, it may be said; some people labelled Castro a Red from the start. But calling a man "a dirty Commie" is too often, in some North American circles, simply a handy way of brushing off any inconvenient radical or reformer. Abuse of Castro in this popular vein was unpersuasive, and probably untrue, in 1959.

The first really convincing evidence, to my mind, is that in recent months many of Castro's ablest colleagues and friends, men who went through the hell and misery of the mountains with him and shared his revolutionary ardor, have turned against him and are working, in Cuba or abroad, for his downfall.

When I talked with some of them this week, they told me that they broke with Castro because the Communist party has taken over. They don't say that Castro has become a card-carrying member (pretty certainly he has not) nor do they use the word "Communist" simply as a means of character assassination.

They mean (giving the word its correct significance) that in re-shaping the Cuban economy Castro is following the Muscovite (or Chinese) pattern and practise. This has

astonished and disappointed them. This was not the kind of revolution they expected or had reason to expect.

They assure me, however, that Castro won't last long. They say he will be (not "may be" but "undoubtedly will be") dislodged by military force and a popular insurrection inside the island, without U. S. intervention. There's no set time-table but the big push against Castro may start, I am told, "in a matter of months." (Not all the counter-revolutionaries are so hopeful.)

One of the men I shall be quoting is Luis A. Baralt, career diplomat and scholar, former Cuban ambassador to Canada, now living in Toronto, writing and lecturing on economics and politics.

My other informants include Antonio de la Carrera, one-time leader of the anti-Batista underground; and Raul Chibas, who was a major in the Castro rebel army that holed up in 1956-58 in the Sierra Maestra, eastern Cuba's mountain range. Carrera and Chibas, responsible, level-headed, and resolute men, are now operating against Castro from New York.

A puzzle for outsiders is how the Communists captured the revolution if Castro, the irresistible personality, didn't want it to be captured. Was he a Marxist all along who fooled his disciples and world opinion?

"That's the great mystery," said Carrera. "That's a hard question," said Chibas, "but Castro has the temperament of a dictator and a tremendous ego. He could have been a Fascist or a Nazi in the 1930's."

"The question doesn't matter any more," said Baralt. "The important point is that Castro is now unquestionably a Marxist and a practising Communist, even though nothing he ever said before the revolution would have justified that opinion of him. If he was a Communist then, he deceived 99% of his supporters.

"In my belief," Baralt said, "Castro is a paranoiac personality of the Hitler type. His vanity is fantastic. He's an unabashed hypocrite and a prey to sentimental hatreds. He has a violent frame of mind and a strong persecution mania."

"In that case," I said, "he's a dangerous man." "That's the under-statement of the century," the ex-ambassador replied.

All three men spoke without heat and, I thought, more in sorrow than in anger; for they were fervently pro-Castro two years ago and agree now that in 1958 Cuba urgently, desperately needed a revolution.

Cuba is physically an earthly paradise, as Columbus noted in 1498, but it was a place of horror for the subjects of Batista.

In power 1940-44 and again 1952-58, Batista ranks with the worst rulers of this or any century. His record was not wholly bad (neither was that of Hitler or Mussolini). He built highways and a few schools; but Cuba's disgraceful poverty, ignorance and death rate stayed disgraceful during Batista's reign.

The government was corrupt beyond the dreams of avarice. Organized sin, chiefly gambling and prostitution (some of the brothel-keepers offering 12-year-old country girls to their clients) yielded huge rake-offs to the politicians and also to New York, Chicago and Los Angeles gangsters.

Daily state lotteries, run as a racket, also fattened the purses of the crooks in office. The notorious "Lucky" Luciano, until Castro deported him to Italy, ran an international heroin-smuggling ring from Havana, shelling out, of course, to the politicos.

Batista's elections were a farce. He kept power by terror, showing a taste for the cruelty that has more than once disfigured Cuban politics. It was the personal pleasure of a predecessor, Machado, to throw his political opponents to the sharks in the Gulf of Mexico and watch them get eaten up. The sadistic monsters in Batista's police practised eye-gouging, beating, castration and other torments before dispatching their victims.

Batista and his crew murdered 20,000 Cubans by these methods, or, more humanely, by indiscriminate slaughter of civilians with machine-guns.

Such was Cuba in Batista's years, a glamorous spot for tourists but "a caricature of a place for human habitation."

Cuban anti-Americanism, fanned to hatred by Castro, springs partly from the fact that the guns and other weapons of Batista's terror were supplied by the U. S. (in the name of hemispheric defence) and that two American ambassadors of the Batista period, Arthur Gardner and Earl E. T. Smith, turned a blind eye to the regime's atrocities. Indeed, it is said, they were pals of the dictator, whom the U. S. had festooned with decorations for his wartime assistance to the allied cause.

Baralt said to me: "The economic and social symptoms in pre-Castro years called for reform. The political symptoms demanded a revolution. There was no other way to get rid of a ruthless cut-throat like Batista."

Castro has proved to be another tyrant in Baralt's books; but Baralt, Carrera and Chibas (as well as other Cubans I have talked to) agree there is no danger or possibility that Batista, now living on a Portuguese island, will come back or be asked back. He is universally loathed in Cuba. His career in the island is a closed chapter.

What are the complaints against Castro as a substitute for the exiled despot?

Castro, it is said, has destroyed freedom of speech and political action. He has made anti-Communism a counter-revolutionary crime and informing on friends and relations a patriotic duty. (Casual talk in streets, cafes and bars, I am told, was freer in Batista's days than it is now.) Castro's agrarian reform, though necessary, has been clumsily carried out and has not increased productivity.

Castro has alienated the U. S., certainly Cuba's best customer and perhaps its best friend, to the point of a diplomatic and commercial rupture. He is moving toward a total tie-up with the Chinese-Russian bloc whose agents (in the guise of technicians) swarm in the island.

He has driven perhaps 50,000 Cubans to seek sanctuary in other countries; and as many of these refugees are technicians, managers and professional people, the result has been dislocation, reduced output and even breakdown in some industries. He has built a military machine that threatens his Latin American neighbors. He has

J. B. McGEACHY

"Cuba in 1958, the year before Castro came to power, urgently, desperately needed a revolution. There was no other way to get rid of a ruthless cut-throat like Batista."

been savage in executing political enemies.

Very well, Castro supporters might say, did anyone expect a revolution in a distressed country like Cuba (a genuine revolution, not just a changing of the palace guard) to be a picnic and love-feast? No one did; but the anti-Castro exiles say he has betrayed his own revolutionary principles.

In a second article I shall look at some of the evidence for the indictment. To wind up the story of the campaign to knock Castro out, here are a few facts and opinions about the new resistance, the new underground.

There are a half-dozen or more anti-Castro movements but only two main schools of thought about strategy. All agree that it will take military force to oust the Fidelistas. The disputed question is how (or, more accurately, from where) the attack should be launched.

Baralt is not affiliated with any resistance group but agrees with the strategic doctrine of the Revolutionary Movement of the People (MRP in Spanish) to which Carrera and Chibas belong. Its main idea is that the assault must originate within Cuba, as did Castro's assault on Batista.

The alternative, favored by the Democratic Revolutionary Front or "frente", is invasion from outside the island. Cubans are being trained in Florida and Guatemala for such an operation, with substantial financial aid from the U. S. government. In fact, virtually all the money Washington is spending to beat Castro is going to the frente, though Carrera says the frente "doesn't amount to much in Cuba."

Both the men I talked to in New York are firmly opposed to the invasion plan. **"It plays into Castro's hands," said Carrera, "by supporting his propaganda that Cuba is fighting a war with the U. S. Besides, intervention from the U. S. isn't necessary. Our strategy, though it may be a slow and painful process, is feasible and will succeed."**

Chibas, the man with military experience as a veteran of Castro's guerrilla army, agrees. "In 1957," he told me, "Castro had only 180 men with him in the hills. At the end of 1958, just before the revolution, he had only upwards of 1,000 in the post where I was stationed, and they had old-style rifles and poor ammunition. There may be as many anti-Castro guerrillas in action in the mountains today."

Carrera said that these MRP fighters went to the Sierra Maestra with whatever guns and ammunition they could pick up. But military supplies are reaching them from sympathizers in the cities, just as supplies got to Castro before 1959. Funds raised by MRP in the U. S. are used to buy guns which are somehow delivered to the rebels.

Last week a U. S. news magazine reported that, because of Castro's ferocious penalties for counter-revolutionary action, MRP is discouraged and has practically suspended the business of turning disaffected Cubans into armed rebels. This wasn't the impression I got from Carrera and Chibas. They seemed confident. "Our strategy is gaining in favor," said Carrera.

"When you read," said Baralt, "that Castro can't be dislodged by a new revolution inside Cuba, remember that exactly the same thing was said about Batista and remember too that a dictator's ferocity is in direct ratio to the amount of opposition he arouses."

I pointed out that Castro has assembled a large arsenal. According to a U. S. document called "Cuba's responsibility for increasing international tensions," Castro inherited enough arms from Batista to equip an army of 25,000. But by last summer he had accumulated, in addition, 1,200 machine-guns, 50,000 rifles, 200 mortars, howitzers, flame-throwers, rocket-launchers, 15 tanks, 50 million rounds of ammunition, 100,000 shells and grenades. He was training a civilian militia of 100,000 and, if his plans were fulfilled, he would end up with five times as many armed men as there were in Cuba under Batista.

But this seemingly impressive military strength doesn't intimidate the MRP men. Both Carrera and Chibas said that Castro has virtually disbanded his navy because of lack of confidence in its loyalty to him. He is weak in aviation for the same reason; many air force officers, said Chibas, have been expelled or imprisoned for unreliability. Castro can't rely on his army either, Chibas said, because it is anti-Communist and its morale is low.

"Castro is losing public opinion daily," said Carrera. "He has only 20% support now," said Chibas. Both affirmed that a popular uprising in support of the MRP guerrillas will topple Fidel Castro. "Undoubtedly," said Baralt, "this will be done. I know the mettle of the defectors from Castro."

(In this column next week the economic and other aspects of the Castro revolution will be considered.)

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Here are Duties Engineers Ask on Imported Drawings

MONTREAL (Staff) — Engineers, builders and machinery-makers will ask the Tariff Board to revise the tariff structure on imported engineering drawings, plans and specifications.

Hearings are scheduled for Feb. 13.

Imported architectural drawings for office buildings, houses and industrial plants now are liable to a British Preference duty of 12½%, or Most Favored Nation duty of 20%.

Engineering drawings of machinery, equipment and devices, brought into Canada for manufacture of such articles here, are admitted free.

What concerns engineers is the middle ground—for the most part engineering drawings for large projects — some of which are now dutied at the architectural rate, and some of which are admitted free.

Under section 180E of the customs schedule, specific types of engineering drawings such as for the construction of dams, spillways etc., are admitted free.

Many engineers figure they should be subject to duty.

Another bone of contention is value for duty purposes.

In the case of architectural drawings, value is arbitrarily set at 3% of the completed cost of the building.

Engineering drawings, when dutied, are valued at 1% of the finished project. The engineering fraternity would like to see valuation raised to 3% the same as for architectural drawings.

There appears to be general agreement that the tariff on imported architectural drawings should remain unchanged and that engineering plans brought into Canada for manufacturing purposes continue to enter free.

Classification of drawings that fall between these two ends of the scale is no easy proposition.

Canadian engineers and builders would not like to see a duty levied on imported prototype plans for engineering works such as wharves or tunnels if these drawings are going to be used as a basis for detailed engineering work to be done in Canada.

But they would welcome tariff protection designed to help keep detailed engineering work in this country.

Imported engineering plans for machinery foundations pose a similar problem.

Should the foundation be considered part of the machine, or part of the building which houses it?

At present, the customs act is interpreted in such a way as to divide the foundation and the building.

Foundation plans are considered part of the machine and thus are permitted to enter duty free.

Plans for the remainder of the building, if imported, are subject to duty.

The U. S. levies 10½% duty on imported engineering plans. Basis of valuation is "cost of production"—what it would cost to draw up the plans.

Data Processing Needs Planning For Full Pay-Off

If you plan to install electronic data processing, you will be faced with administrative problems calling for judgment, salesmanship and organizational ability.

The National Industrial Conference Board has released a new study on the administration of computer systems.

What you will have to do:

- **Establish** why your company is interested in data processing, determine the best approach to a study of feasibility.
- **Delegate** responsibility for such a study and evaluate the study results.
- **Recommend** action to top management.
- **Plan** the organization for the data processing program, personnel selection and training.
- **Evaluate** efficiency and progress of the operation, gain the co-operation of employees.

WHAT WE DID IN

1960

A YEAR OF OUTSTANDING GROWTH

	1959	1960	
FUNDS DEPOSITED BY PUBLIC—UP 19%	$182,800,000	$218,700,000	This is a record increase for funds entrusted to us through savings, deposits, debentures and trust certificates.
MORTGAGES—UP 18%	$147,600,000	$175,300,000	Mortgage loans represent another record increase. Through them we have helped Canadians finance the purchase and improvement of homes, industrial and commercial properties.
ESTATES, TRUST AND AGENCIES—UP 11%	$358,200,000	$399,000,000	A net increase of over forty million dollars is a prime indicator of public confidence in our services as executor, trustee and financial agent.
RESERVES			
HURON & ERIE—UP 9.5%	$5,250,000	$5,750,000	This increase in reserves, necessitated by the substantial growth of business, has been provided for the further protection of our customers.
CANADA TRUST—UP 7.7%	$3,250,000	$3,500,000	
PROFITS			
HURON & ERIE—UP 8%	$890,177	$963,769	These profit levels for 1960 were achieved in the face of steadily rising operating costs and extensive development expenses.
CANADA TRUST—UP 10%	$418,437	$461,350	

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ANNOUNCEMENT

DESIGNEERING LIMITED

W. G. PALMER

The appointment of W. G. Palmer, P.Eng., as Executive Engineer is announced by Peter Draper, President of Designeering Limited.

Mr. Palmer is an engineer of international reputation who has been in charge of some of the largest and most complex oil and gas installations on this continent, notably Shell Oil Company, Sheridan, Texas (Condensate Reservoir Decycling Plant); Sun Oil Company, Delhi, Louisiana (Absorption Plant); Canadian Fina Oil Limited, Whitecourt, Alberta, (Windfall Plant); British American Oil Company Limited, Fenn-Stettler-Nevis (String of Plants — Handling of solution gas); Southern Union Gas Company, Farmington, New Mexico, (Absorption Plant); Continental Oil Company, Ozona, Texas, (Absorption Plant); and Hi-Wahn Oil & Gas Company, Magnolia, Arkansas, (Absorption Plant).

Mr. Palmer is a member of the Association of Professional Engineers of Alberta, Engineering Institute of Canada, Canadian Natural Gas Processing Association, and California Natural Gasoline Association. He is also a registered Petroleum and Mechanical Engineer in the States of Texas and California.

Swiss-Backed Metal Firm Locates Here

A Swiss-backed firm and an associate of one of the largest non-ferrous metal refining companies in Europe will start first Canadian operation from a new Port Credit, Ont. plant soon.

Tonolli Co. of Canada will produce various grades of refined lead for specific markets in eastern Canada.

Chief raw material source will be lead plates from old car batteries.

Company has been building up a sizeable inventory of battery plates now for some weeks preparatory to beginning refining.

Tonolli of Milan, Italy is a major refiner of non-ferrous metals with four plants in Italy and another in Brazil.

Exec Changes At MB & PR

John E. Liersch, a vice-president of **MacMillan, Bloedel & Powell River Ltd.,** has resigned as an officer of the company.

Other executive changes announced by Hon. J. V. Clyne, chairman, are:

Ralph M. Shaw, formerly executive vice-president in charge of sales, becomes senior executive vice-president.

Ernest G. Shorter, formerly vice-president, logging, wood product production, becomes executive vice-president in charge of all company production.

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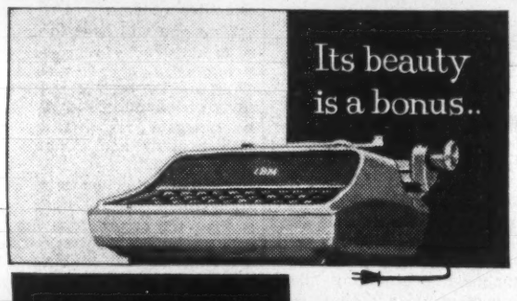

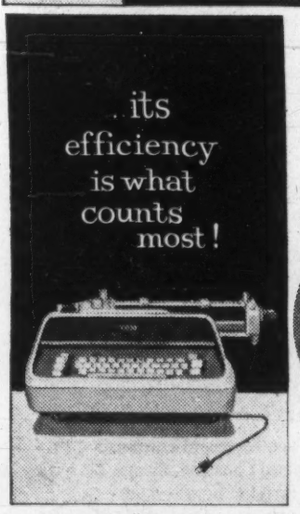

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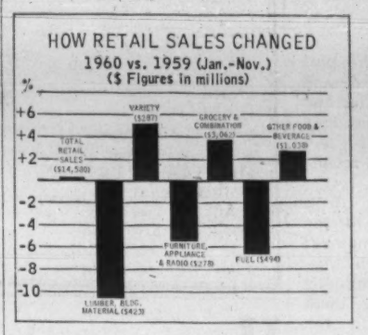
FP rounds up TREND OF BUSINESS

Retailers' turnover totaled $1,382 million in November, up 3.% from $1,337 million year earlier, placing first 11 months' sales at $14,580 million, a gain of 0.2% over $14,552 million the previous year. Among the trades, best gains in Jan.-Nov. were by variety, grocery and combination, and other food and beverage stores. Biggest declines from year earlier went to lumber and building material dealers, fuel dealers and furniture, appliance and radio stores.



Wholesalers also increased their volume in the month and year to date. November sales were $697.6 million, up 8.1% from like 1959 month, while 11 months' sales advanced 1.7% to $7,709 million. In the cumulative period, groceries and food specialties had the best gain (7.4%), while farm machinery sales were down the most (13.7%).

Labor income up 3.9% in first 11 months. Canada's paid workers received an estimated $1,556 million in November in salaries and wages, down 1.7% from previous month, but 3% ahead of $1,511 million a year earlier. Jan.-Nov. /60 income totaled $16,861 million, up 3.9% from $16,234 million year before.

On the cuff. Balances outstanding on books of sales finance companies at Nov. 30/60 totaled $1,219 million, 1.1% below previous month's $1,232 million but 5.6% above $1,155 million a year earlier. Amount owing on consumer goods was $836.6 million ($815.6 million year earlier) and on commercial goods $382.3 million ($339.1 million).

Fewer houses started and completed in 1960. Starts in the year fell to 108,858 units (141,345), completions to 123,757 (145,671). There were 65,773 units under construction at year-end (81,905).

Ship more Canadian-made vehicles. Shipments of motor vehicles in 1960 increased 7.3% to 395,613 units (368,587 in 1959), comprising 8.5% more passenger cars (326,496) and 2.2% more commercial vehicles (69,117). Shipments of vehicles imported from U. S. rose 7.5% to 28,251 units.

Less productive hens. Production of eggs in 1960 totaled an estimated 457.1 million dozen, down 0.6% from previous year's 460 million dozen. Egg-laying declined in Quebec, Manitoba and Saskatchewan, while other provinces reported increases.

Major Weekly Indicators

		Latest Date or Week Ended	Previous Week	Change from Month ago %	Change from Year ago %
Passenger car production	(Jan. 28)	6,005	6,725	+ 2.6	—28.1
Truck production	(Jan. 28)	1,324	1,294	+ 7.4	—32.6
Bus. fail. 4-wk. moving av. (no.)	(Jan. 19)	40.5	35.5	—15.3	+22.7
Steel ingot production ... (tons)	(Jan. 21)	105,456	110,720	+40.0	—17.5
Index of production†	(Jan. 21)	110	115	+41.0	—17.3
T.S.E. industrial index	(Jan. 31)	541.38	539.75	+ 3.3	+ 5.0
Yield 114 stocks	(Jan. 30)	4.41%	4.36%	— 3.7	— 4.1
Chartered Banks					
Personal savings	($ millions) (Jan. 18)	7,213	7,190	+ 1.0	+ 5.0
Loans outstand.	($ millions) (Jan. 18)	6,372	6,422	— 2.0	+ 5.2
NHA mtge. hldgs.	($ millions) (Jan. 18)	969	969	— 0.1	...
Bank clearings					
Montreal	($ millions) (Jan. 27)	934	1,181	— 9.8	+ 2.5
Toronto	($ millions) (Jan. 27)	1,562	1,608	+ 7.1	+14.3
Cdn. dollar	(U.S. cents av.) (Jan. 31)	100.996	100.717	+ 0.6	— 3.8
Carloading totals	(Jan. 14)	61,559	48,259	+ 2.5	— 8.1
Eastern Canada	(Jan. 14)	40,107	31,754	+ 9.7	— 7.2
Western Canada	(Jan. 14)	21,452	16,505	— 8.8	— 9.8
Iron and steel mfg.	(Jan. 14)	1,530	951	+42.1	+15.4
Ores, concent. rates	(Jan. 14)	3,619	3,319	+10.2	+14.7
Base metals	(Jan. 14)	518	401	—12.2	—24.2
Lumber, timber, plywood	(Jan. 14)	3,049	1,946	— 5.8	— 9.0
Cement	(Jan. 14)	165	134	—29.8	+18.7
Bank of Canada holdings of					
Securities	($ millions) (Jan. 25)	2,698	2,719	— 2.6	+ 4.1
Short-term govt.	($ millions) (Jan. 25)	694	714	— 8.4	— 0.3
Long-term govt.	($ millions) (Jan. 25)	1,916	1,916	— 0.8	+ 5.4
Other securities	($ millions) (Jan. 25)	24	24	+71.4	+33.3
Department Store Sales					
% change from year earlier	(Jan. 14)	+3.2	—12.4	+ 6.4	+ 3.9

† Based on average weekly production in 1957-59 of 96,108 tons = 100.

Facts by the Month

WHAT WE PRODUCE—	Latest Month		One Month Previous	Change From— Two Months Ago %	Change From— Year Ago %
In all Industries (Index)	Nov.	171.8	172.2	+1.2	+0.2
In factories (Index)	Nov.	153.4	155.3	+1.1	+0.3
Total nondurable goods (Index)	Nov.	160.8	162.7	+0.9	+2.4
•Food & bev.	Nov.	163.1	173.2	—1.5	+6.5
•Textiles	Nov.	128.9	128.6	+4.8	—0.2
•Clothing	Nov.	113.0	113.6	—6.9	—2.7
•Chemical products	Nov.	226.1	239.6	—4.5	+12.8
Total durable goods (Index)	Nov.	144.7	146.6	+1.3	—2.4
•Iron and steel products	Nov.	137.9	140.0	—2.1	—11.5
•Primary iron & steel	Nov.	159.4	166.4	—1.0	—17.5
—From mines (Index)	Nov.	252.4	255.0	—5.0	—3.3
•Metals	Nov.	188.7	202.2	—5.7	—9.8
•Nonferrous smelting, refining	Nov	165.7	165.7	—0.7	+6.8
•Gold	Nov.	114.6	117.5	+6.7	—2.4
—From farms					
Cattle delivered (000)	Nov.	165	162	—17.9	+5.8
Hogs graded (000)	Nov.	481	441	—4.2	—25.9
•Grain mill products (Index)	Nov.	139.6	140.3	+1.2	—1.0
—From sea					
East Coast catch ($000)	Nov.	2,404	3,432	—56.5	+35.5
West Coast catch ($000)	Nov.	1,190	2,448	—54.0	—52.7
—From forests					
Newsprint (000 tons)	Dec.	534	604	—9.6	—0.8
U. S. publisher's stocks (days)	Dec.	43	38	+16.2	—2.3
Pulp (000 tons)	Nov	1,000	986	+7.1	+7.5
—In powerhouses					
Electricity (million kwh.)	Nov.	9,584	9,569	+3.6	+2.8
WHAT WE SELL—					
Retail sales ($ millions)	Nov.	1,382	1,395	+2.2	+4.5
Dept. store sales ($ millions)	Nov.	156.2	134.6	+24.7	+2.3
•Wholesale sales ($ millions)	Nov.	698	690	+1.7	+8.1
Mfrs. outstdg. orders ($ millions)	Nov.	1,898	1,930	—4.6	—9.3
Pass. car sales (units)	Nov.	36,584	33,473	+39.8	+26.1
WHAT'S ON HAND—					
Mfrs. inventories ($ millions)	Nov.	4,417	4,406	+0.1	+1.7
Dept. store stock sales ratio	Nov.	2.3	2.6	—11.5	+4.5
SPENDING, SAVING POWER—					
•Labor income ($ millions)	Nov.	1,556	1,583	—3.0	+3.0
•Dividend payts. (Index) (annual rate)	Jan.	111.0	110.5	+0.6	+5.7
JOBS—					
Persons with jobs (000)	Dec.	5,902	6,029	—3.7	+1.3
Jobless seeking work (000)	Dec.	538	429	+43.5	+30.0
Do. (% of labor force)	Dec.	8.2	6.6	+43.8	+26.2
CONSTRUCTION—					
Contract awards ($ millions)	Dec.	179	248	—21.2	+6.1
FOREIGN TRADE—					
•Exports ($ millions)	Dec.	441	476	—8.7	—8.9
•Imports ($ millions)	Dec.	432	515	—4.6	—1.8
MONEY—					
•Money supply ($ millions)*	Nov.	13,188	13,525	—1.0	+4.5
Cheques cashed ($ millions)	Oct.	23,457	22,194	+2.7	+4.3
Life insurance sales ($ millions)	Nov.	565	447	+17.0	—1.6
Notice deposits ($ millions)	Nov.	7,744	8,006	—1.7	+3.9
Current public loans ($ millions)	Oct.	6,257	6,138	+1.9	+0.7
PRICES—					
Consumer prices (Index)	Dec.	129.6	129.6	+0.2	+1.3
Wholesale prices (Index)	Dec.	230.1	229.7	—0.1	+0.2

*Total deposits, less Govt. of Canada deposits, less float, plus notes in circulation outside the banking system.

STRATEGIC MATERIALS—Production and Supply—	Latest Month		Month -yr. ago	Yr. to date	% chge. yr to date
Steel ingots† (000 tons)	Dec.	340	541	5,686.4	—2.3
Nickel (000 tons)	Oct.	18.0	17.2	177.9	+17.9
Primary copper (000 tons)	Oct.	36.2	35.6	368.5	+13.0
Lumber exports (millions fbm.)	Sept.	371	333	3,450.1	+8.1
Lumber (million fbm.)	Sept	653	893	6,143.3	+7.9

†Ingots only; previous series included steel castings.

•New item this week.
Index based: production 1949=100; dividend payments index 1956=100; consumer price index 1949=100; wholesale price index 1935-39=100.

Date of issue for your file, The Financial Post, February 4, 1961.

We May Escape Flu Epidemic, Vaccine Investment Pays Off

Virologists say they are "keeping fingers crossed" that Canada will escape a serious flu epidemic this winter.

But, statistically, Canada is due for a repeat of the 1957-58 Asian flu epidemic (**FP**, Oct. 1/60).

If it comes, health authorities say it will be later in the winter when extreme temperature and humidity changes occur.

This week the "alarm post" in Ottawa — the federal division of epidemiology — says there are "no significant reports of flu across Canada yet".

Around the world, only the U. K. is suffering from a severe influenza outbreak, causing many deaths and high absenteeism.

Only cause of absenteeism in Canada now is an "average" amount of respiratory diseases which usually turn up at this time of year, health offices report.

One of the widespread complaints is "intestinal flu", which virologists say is not really influenza.

Virologists praise Canadian business for a broad, stepped-up campaign of providing free, polyvalent flu vaccine to employees.

So widespread has been the vaccination campaign, that virologists think the same strain of flu — A-2 — which hit Canada in 1957-58 wouldn't make much headway, except among children born since then.

They say the money spent by Canadian business in flu vaccine is a good investment — unless a new strain of flu should turn up next time.

Flu vaccines on the market now contain most of the strains so far isolated. This includes the A strain of flu rampant in the U. K.

Since the Asian flu epidemic, it's estimated three million Canadians have been vaccinated, and other millions got immunity to the A-2 strain because they were infected but threw off the flu before it was serious.

Photo Sales Gain, Is Peak Reached?

Photographic industry is chalking up sales gains — but some leveling off may be coming.

In 1960, retail business climbed an estimated 8%-10% over 1959. One guess puts total business in all outlets at over $30 million.

Department store business — a good indicator — has soared from $3.7 million in 1953 to last year's estimated $7.7 million.

One retailer voices a current uneasiness:

"After steady rises for over five years, we can expect some slowing down soon."

Bright retail picture is tempered for domestic manufacturers by the inroads of Japanese and German products over past three years.

Japan's import trend is buoyant, with its share of the imported cameras and parts market rising from 20% in 1958 to about 30% in 1960.

Japanese cameras, parts, together with photo accessories and parts ran to over $2 million in first three-quarters of 1960, up from $1.6 million in 1959. U. S. is still main source of imports.

ANNOUNCEMENT

WESTERN COPPER MILLS ANNOUNCEMENT

The Directors of Western Copper Mills Ltd. announce with regret that Mr. H. O. Jones has tendered his resignation as President of that company, to accept another appointment. Mr. Jones continues to be a Director of Western Copper Mills Ltd.

The Directors are pleased to announce that Mr. W. J. H. Disher, a Director of Western Copper and Executive Vice-President of Bridge & Tank Co. of Canada Ltd., one of the major shareholders of Western Copper, will assume the duties of President effective February 4th, 1961.

ANNOUNCEMENT

INA PRESIDENT CALLS 1960 PROFITABLE YEAR; NAMES COMPETITION KEY TO FUTURE GROWTH

TORONTO, January 27—The year 1960 was a recordsetting one for Insurance Company of North America and Indemnity Insurance Company of North America as consolidated net profit approximated $30,000,000, it was disclosed by John A. Diemand, president of the INA group.

Mr. Diemand said that, on a statutory basis, INA had an underwriting and investment income before taxes of about $41,000,000 or more — up about $10,000,000 over 1959.

"INA's annual dividend commitment," he said, "is about $18,700,000, and, if our estimates are confirmed by the final figures, we will be able to put $10,000,000 or more into surplus."

INA's chief executive also said, "the total appreciation of our investment portfolio at the end of 1960 was approximately $310,000,000, while our surplus to policyholders as of the last day of December will be in excess of $500,000,000.

The total of INA's loss and expense ratio should be around 96 per cent as compared to approximately 98 per cent for 1959, he added.

Life Insurance Company of North America, wholly owned INA affiliate, placed in effect $324,369,000 of new life insurance during 1960, of which $167,525,000 was individual insurance—the balance being group. Accrued premium income for the three-year-old life company reached $11,200,000 in 1960, a 78 per cent increase over 1959, said the INA chief executive.

"Investment income for the INA group, before taxes, should be up by about $2,000,000," he disclosed.

"While 1960 was a profitable year, INA looks for even greater strides in '61 and beyond. We believe that the new unity of identification of our two companies will build the strongest possible public recognition of INA as a leader in the Property and Casualty field. It will give INA agents the opportunity to market the entire lines of insurance which the companies heretofore sold separately. It will better serve the policyholder whether he be homeowner, small businessman or major industrialist," he added.

In concluding, Mr. Diemand remarked that there has never been more opportunity for insurance company growth than now and in the near future, but, he added, opportunities in the insurance field are far from automatic. Companies, in order to remain competitive, must, as a matter of survival, adopt new merchandising tactics, make greater strides in cost reduction, develop better insurance coverages and services, and fight for increased multiple-line legislation which will enable the writing of all lines of insurance —casualty, property, as well as life —through the facilities of one company under one management.

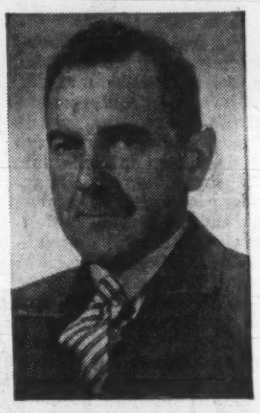
The Insurance Company of North America Head Office for Canada is located at 491 Eglinton Avenue West, Toronto, and their operations nationwide are under the direction of Resident Vice-President and General Manager H. C. Mills.

ANNOUNCEMENT

New Directors of the Societe Nationale de Fiducie

RAYMOND DUPUIS, Q.C., LL.D.

JEAN SEGUIN



ALFRED TOURIGNY, Q.C.

Henri Ouimet, President of the Societe Nationale de Fiducie, announces the appointment of the following well-known businessmen to the Board of Directors of the Societe: Raymond Dupuis, Q.C., LL.D., President of Dupuis Freres Limited; Jean Seguin, advertising agent and President of the Societe St. Jean Baptiste de Montreal; and Alfred Tourigny, Q.C., President of the Societe Nationale d'Assurances.

New Issue

$14,000,000

THE Consumers' Gas COMPANY

6% Sinking Fund Debentures

To be dated February 15, 1961 — To mature February 15, 1981

The Company to covenant to establish a Sinking Fund to retire not less than $8,400,000 principal amount (being 60%) of the Debentures of this issue prior to maturity by payments to the Trustee for such purpose in each of the years 1965 to 1980 inclusive.

Trustee: Crown Trust Company

In the opinion of our Counsel, the Debentures will be investments in which the Canadian and British Insurance Companies Act, Part III, states that a company registered under it may invest its funds or any portion thereof.

Price: 100 and accrued interest

We, as principals, offer these Debentures subject to prior sale and change in price if, as and when issued by The Consumers' Gas Company and accepted by us, subject to the approval of all legal matters on our behalf by Messrs. Arnoldi, Parry, Campbell, Pyle, Godfrey & Lewtas, Toronto. All legal matters on behalf of the Company are subject to the approval of Messrs. Zimmerman, Haywood Turville & Chambers, Toronto.

Subscriptions will be received subject to rejection or allotment in whole or in part and the right is reserved to close the subscription books without notice. It is expected that definitive Debentures of the Company (in any authorized form) will be available for delivery in Toronto, Montreal and Winnipeg on or about February 15, 1961.

A prospectus will be promptly furnished on request

Dominion Securities Corporation Limited		A. E. Ames & Co. Limited
Wood, Gundy & Company Limited	McLeod, Young, Weir & Company Limited	Nesbitt, Thomson and Company, Limited
Gairdner & Company Limited	Bell, Gouinlock & Company, Limited	Mills, Spence & Co. Limited
Royal Securities Corporation Limited	Harris & Partners Limited	James Richardson & Sons
Cochran, Murray & Co., Limited	Midland Securities Corpn. Limited	Matthews & Company Limited
Burns Bros. & Denton Limited	Collier, Norris & Quinlan Limited	R. A. Daly & Company Limited
Dawson, Hannaford Limited	Equitable Securities Canada Limited	W. C. Pitfield & Company, Limited
Bankers Bond Corporation Limited	Bartlett, Cayley & Company Limited	Brawley, Cathers & Company
Wills, Bickle & Company Limited	Walwyn, Stodgell & Co. Limited	Fry & Company Limited
Anderson & Company Limited	F. W. Kerr & Co.	Beatty, Webster & Company Limited
Charles H. Burgess & Company	Deacon Findley Covne Limited	Fairclough Co. Limited
Flemming & Company	Ross, Knowles & Co. Ltd.	Goulding, Rose & Company Limited
	H. B. Housser & Co.	

January, 1961

ALL TRANSLATION work, English to French, professional, low fees, Marcel Séguin, 2594 Henri Bourassa, Montreal, Que.

Knitted Paper Fabrics Ready to Hit Market

(CONTINUED FROM P. 1)

Inc., a small Dallas, Tex., meat packing equipment maker.

The device is similar to conventional textile spinning equipment on which loosely packed ropes of natural or synthetic fibre — called "sliver" by the industry — are drawn out and twisted into continuous strands of yarn. These in turn, are wound on individual spools.

The Enterprise device differs from conventional equipment in that it slits a mill roll of paper into many narrow ribbons, simultaneously twists each paper ribbon into yarn and winds each strand on individual spools. This is done in one continuous operation.

Paper yarns have been available for some time, but their manufacture required a number of separate and costly production steps.

Result was a yarn which offered no substantial cost advantage.

The new process, Enterprise President Ronald H. Marks told **FP**, eliminates waste usually associated with the spinning process.

Marks boasts that a North American mill, using the process, could produce textiles cheap enough to export to Japan.

A number of textile mills in Canada and the U. S. have taken out licenses.

Using it here, so far, are **Coparn Corp.**, an affiliate of Form Craft, and **Canadian Synthetic Fibres Ltd.**, Galt. Dobbie Specialties is obtaining its paper yarn supplies from Canadian Synthetic.

Other Canadian textile mills are dickering for licenses, **FP** understands.

In the spinning process, the paper yarn is impregnated with resins and other chemicals to give it special properties. It can be colored and combined with other yarns and fibres to produce a large number of textures and appearances.

The yarn can be produced in a variety of sizes, ranging from coarse, straw-like strands suitable for floor coverings, to fine yarns such as would be used in a drapery fabric.

Developers say it should be possible to produce a "knitted" paper wallpaper to sell for about $3 a roll.

Paper with comparable texture and appearance characteristics now costs $12 a roll.

Another potential product is a knitted paper rug, such as would be suitable for covering the floor of a summer cottage.

A paper 9 ft. by 12 ft. rug, designed to be used for several seasons and then thrown away, could likely be produced to retail for $15-$20.

Development of paper textiles promises to give the pulp and paper industry a substantial boost.

Several Canadian mills, including **Canadian International Paper**, are developing papers specially for conversion into yarn.

Form Craft has been investigating the paper yarn field for a number of years.

It was developing its own twisting machinery when, several years ago, it discovered Enterprise was working on similar lines.

Rather than become involved in costly duplication, company decided to use Enterprise designed equipment. Form Craft is now working with Enterprise to develop the paper fabric market in Canada.

Form Craft's first paper fabric is a knitted sack for the meat packing industry. It is used to hang hams in the smokehouse.

Form Craft officials say the paper sack allows better smoke penetration, improves flavor and color and cuts down on shrinkage during the smoking process.

The knitted paper sacks cost no more—and in some instances less — than the cotton sacks they replace.

Canadiana Trend Builds Up In the Souvenir Business

You will see more Canadian-made souvenirs on sale in big department stores, northern gift shops and resorts this summer.

The Canadiana trend—which took shape at Toronto's Gift Show last fall (**FP**, Oct. 1/60) has gathered momentum.

The results will show up at the Toronto spring show, Feb. 20-23, when retailers from across Canada order for the summer tourist trade.

At least six companies (mostly from central or eastern provinces) will show Canadian-made items for the first time, according to Angus Baxter, the show's general manager. Others will increase their exhibit space.

There will be a big increase in Indian-made souvenirs as well as woven goods and costume jewelry.

But this does not mean that imported souvenirs have been pushed out of the market. Far from it.

About 60% of the items to be shown in Toronto will be imported.

Canadian craftsmen still have trouble mass-producing, many preferring to satisfy their own aesthetic needs.

And many still have trouble marketing their products.

In many areas, craftsmen are unaware of the demand, or of marketing facilities such as the Quebec Handicraft Centre (sponsored by the Quebec government) or the Canadian Handicrafts Guild (non-profit, national organization).

And many are afraid to try and make a living at weaving or pottering, according to Ralph Askew, a manufacturer's agent who has been selling, designing and encouraging the production of Canadian crafts for years.

"Indian crafts are the same," said Askew who is also employed by the federal government as business agent for Canadian Indians.

"Today, Indians can earn much more money as ditch-diggers, farmers or part-time construction workers. The old women on the reserves are making the baskets and belts.

"The younger women, who should be taking over, are looking for higher-paid jobs elsewhere."

But perhaps the biggest problem in the Canadian handicraft field (souvenirs rather than expensive sculpture and pottery sold for purely artistic value) is lack of variety, according to Askew.

"Many retailers, who would much rather carry all-Canadian items, have to fill out stock with straight imports or imports that are altered in some way to look more Canadian," he said.

A "Stock Quotation"

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—JEAN DE LAFONTAINE (1621-1695)

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Dr. Shulman Plans Gold Bar Options

(CONTINUED FROM P. 1)

levels, slightly above official price of $35?

The option speculators will lose money paid for their call options, no more. Speculating with options means tying up a minimum amount of capital and restricting losses to money paid for option.

What's in it for the option seller? A tidy income from option payments if price remains stable or goes up.

But if price drops, Dr. Shulman will be left holding depreciated gold bullion and would suffer losses if price didn't climb again.

The option venture is one of several undertaken by the young Toronto doctor.

Last time he made news was late last year when, through a nominee, he offered to buy options on publicly-held shares of the big, $80 million **Canadian Chemical Co.** He offered to pay 80c for six month 10 day options to buy shares at $5.75, market price at the time (**FP**, Dec. 24/60).

Since then they have gone as high as $7. Dr. Shulman says options on about 62,000 shares were accepted.

That means a profit of 45c a share if all options were exercised and shares sold at near $7.

In the Canadian Chemical deal, Dr. Shulman was working as a member of a private U. S.-Canadian investment group.

He has a silent partner in the gold deal.

Dr. Shulman is a Toronto born University of Toronto graduate. He began practising medicine in 1950 and has been assistant coroner since 1953. He became interested in financial affairs in 1952 as a private bond trader.

He jumped into the put-and-call business in 1957, when it was just getting started in Canada.

He had made sufficient money from other financial activities to operate as a seller of puts and calls for a Toronto broker. Before, he had been selling to a New York broker.

When he began selling in Toronto he was the only one. Now the business has grown and he has 10 competitors, he says.

The put-and-call business is his main financial activity now, but he also manages a private investment fund.

ANNOUNCEMENT

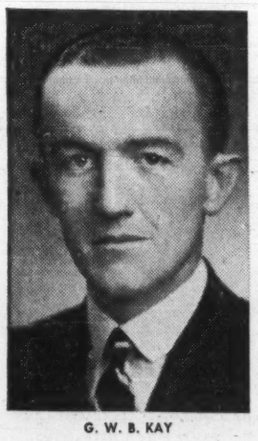
ELECTED MEMBER OF MONTREAL AND CANADIAN STOCK EXCHANGES

T. C. FLOOD

T. C. Flood has been elected a member of the Montreal and Canadian Stock Exchanges. Mr. Flood is a partner of Flood & Company, Montreal, and is a Vice-President of their affiliated company, H. C. Flood & Company, Ltd., investment dealers. Mr. Flood is also a director of Supervised Investments Limited.

ANNOUNCEMENT

CANADA PERMANENT APPOINTMENT



G. W. B. KAY

The appointment of Mr. G. W. B. Kay as Manager of the newly-opened North Toronto Branch, 123 Eglinton Avenue East, is announced by Canada Permanent Mortgage Corporation and The Canada Permanent Trust Company. Mr. Kay, formerly Manager of Business Development in Toronto, has had extensive experience in financial and estate affairs. The new branch offers complete trust and estate services and convenient savings, mortgage and real estate facilities.

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Loans Agency, New Airport Urged in Atlantic Region

From Our Own Correspondent

FREDERICTON — Before the Atlantic Provinces today are two new recommendations for economic betterment. They are:

- **Creation** of a central agency to provide capital for small businesses.
- **Establishment** of an international airport in New Brunswick to serve the Fredericton-Saint John-Moncton triangle.

During a panel discussion on business administration at the University of New Brunswick, management consultant H. A. Fredericks of **Hal Fredericks Associates Ltd.** advocated the credit agency and suggested it accept shares in aided companies as security against loans.

Lack of capital is a pressing problem in the region, according to Fredericks.

In Nova Scotia, **Industrial Estates Ltd.** has made notable contributions and in Newfoundland the provincial government has provided some capital.

But "no program of any scope is under way in New Brunswick."

Prince Edward Island is considering establishment of a crown corporation along the lines of Industrial Estates.

"Many business owners fear their enterprises will become branches of national or international firms in 10 years," according to Fredericks.

He attributed the fears to inability to raise capital, competition from products from outside the area and shortage of professional management.

"There is still evident lack of general ability among our people to create the climate favorable to the development of secondary industry," he said.

The suggested agency "would take up where the Atlantic Provinces Economic Council leaves off," determine the growth potential of existing industry, determine capital requirements and provide the funds by co-ordinating borrowing powers.

W. S. Bird, executive vice-president of **Mussens Canada Ltd.**, urged establishment of an international airport in the Cole's Island area, equidistant (about 50 mi.) from Fredericton, Saint John and Moncton.

About 350,000 people live in, or close to, these centres. They represent nearly 60% of the New Brunswick population.

Collectively these three cities have 22 Trans-Canada Air Lines flights daily. An amalgamated airport would stimulate air cargo developments, according to Bird, and would help solve the pressing Maritime problem of transportation.

Often lost time keeps Maritime-based firms from being competitive in the large central Canadian market.

Bird suggested a feeder line from North Shore points would be economical.

Offer 4 Awards To Young Artists

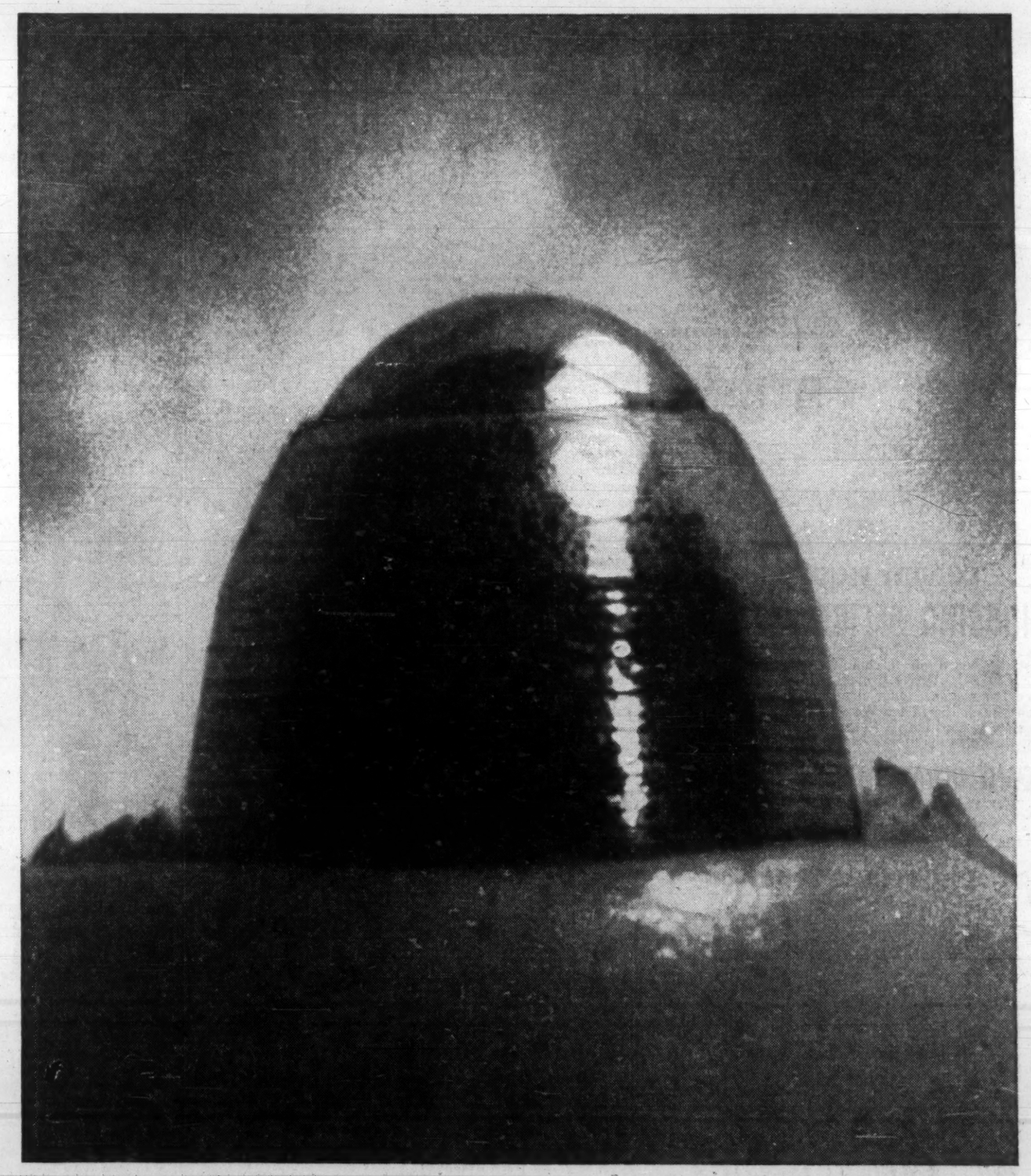
One graduating high school student in each of four regions will be awarded the 1961 **Hallmark** art scholarships of $400 each.

In 1960, the program's inaugural year, three awards were made. Awards are to assist outstanding high school artists to continue their art education beyond secondary school.

Judges of this year's entries will be Donald Mackay, principal of Nova Scotia College of Art (Maritimes); Laurent Morin, Montreal Catholic School Commission (Quebec); Sydney Watson, principal of Ontario College of Art (Ontario); and Prof. Elmore G. Ozard, University of British Columbia's College of Education (Western Canada).

Each applicant must be sponsored by an accredited art teacher and must submit six original drawings or paintings, together with an official application, to the judging committee in his area. Deadline is April 18.

Award money will be paid directly to the centre of higher learning of the student's choice, if he includes at least some art study in his curriculum.



I·A·C· enlarges on a very important point

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This Minister Quotes Yield On His Bonds

By VINCENT EGAN

A Presbyterian minister, with a rich Aberdeen burr, may well be Canada's most unusual security salesman.

The investment he's offering is far out of the ordinary, too — the debentures of **Mosport Ltd.**, developers of a big new motor racing circuit.

And although this is the Rev. John Wilson's first venture into financial salesmanship — and the 15-year debenture yields only 3% against about 5% on Government of Canada bonds of comparable maturity, and 8% on a recent pipeline issue — some $90,000 of the issue has been sold so far.

Of a stock offering of 3,000 npv common shares, some 2,700 have been sold.

Secret of Mr. Wilson's sales success is that the issue is aimed directly at motor racing enthusiasts, rather than conventional investors.

WILSON

For them, there's an added appeal in the fact that each $100 debenture carries a six-year pass to the track's paddock area.

Since it is planned to have six major races a year at Mosport Park, and to charge $5 for entry to the paddock area, the bonus has a theoretical value of $180 per $100 debenture.

(Publicly financed ski clubs in recent months have offered ski-tow passes as a bonus to investors.)

Mosport's immediate aim is to issue $125,000 debentures, eventually perhaps $250,000.

This could mean as many as 2,500 pass-holders milling around the paddock area, in addition to paying customers, at any given race.

Mr. Wilson is confident that the paddock will accommodate all comers.

First major event planned for the Mosport circuit will be the Canadian Racing Drivers Association race June 10-11, sponsored by Federation Internationale d'Automobile of Paris. (FIA is the top governing body for car racing throughout the world.)

Later, if Mosport plans are successful, the track will be the site of Canada's first race for the biggest game of all — the Formula I Grand Prix cars from Europe.

Mosport Park is a 500-acre wooded area near Orono, 55 mi. north-east of Toronto. The company bought the site — then being used as a Christmas tree farm — last year for just under $30,000, including legal fees.

Bulldozers have laid out and graded the 2.4-mi. track and its shoulders. Paving will start when the weather is right.

Spectators will view the nine car and motorcycle races scheduled for 1961 from the hills that slope down to the track. Grandstands will be erected later.

This year's construction program includes five entry gates, a control tower and two-story administration building, pits for contestants, eight refreshment stations and seven washrooms.

Future plans call for a restaurant, club house, swimming pool, children's playground and picnic areas.

Initial financing for Mosport has come from the members of the 36 clubs in Ontario for racing enthusiasts. Goal is to have each of the 2,500 club members take up one $100 debenture.

Of the $90,000 sold so far, two thirds have been bought for cash, one third by instalments.

Mr. Wilson, now 40, came from Scotland in 1949, served in a parish in Renfrew, Ont., until the Korean War drew him into the RCN as a chaplain in 1951.

Out of the Navy seven years later, he joined **Wells Organizations of Canada Ltd.**, specialists in aiding churches to raise funds.

Raising funds for a racing circuit, he says, is not much different from raising funds for church purposes. But "to keep his hand in," he still conducts occasional services at a Toronto church, when its pastor is vacationing.

His next objective for Mosport is to enlist the financial participation of business, especially through the sale of advertising rights to companies in the automotive industry.

Michigan Buying Tunnel, Bridge?

Sarjem Corp., a New York firm believed to be acting on behalf of State of Michigan, is considering a possible general offer to purchase all outstanding shares of **Detroit & Canada Tunnel Corp.** at $22.50 per share.

Sarjem is understood to be making a similar offer to **Detroit International Bridge Co.**, owner of the Ambassador bridge, at $25 per share.

The New York firm has contacted certain D & C stockholders, including all directors, to see how many shares would be available from them in case it decides to make a general offer at that price.

All directors, as stockholders, intend to sign and deliver agreements to Sarjem under which, if it elects to make a general offer to purchase Tunnel Corp. shares at $22.50, they commit themselves to accept this offer and recommend its acceptance by other shareholders, says President W. S. Burton of D & C. Directors do not know whether any general offer will be made pursuant to these negotiations, he adds.

Company earned $726,396 for year to Oct. 31/60, equal to $1.01 per share on the 722,191 outstanding shares. Detroit International earned $614,233 for nine months to Sept. 30/60, equal to 95c per share on the 644,722 outstanding shares.

Oil Pipeline 1960 Net Shaded

Consolidated 1960 net income (unaudited) of **Interprovincial Pipe Line Co.** was $15,480,000, equivalent to $3.05 a share ($15,604,000 and $3.08 respectively in 1959).

Crude oil deliveries reached a peak of 127,906,000 bbls., up 4%. Reductions in pipeline tariffs were made in 1959 and 1960.

Company declared a quarterly dividend of 60c a share payable Mar. 1/61 to shareholders of record Feb. 6/61.

Questions Still Haunt Small Business Loans

By P. T. DURRANT

Many inquiries. A few applications. Not many loans granted.

This sums up the replies of bankers surveyed by **FP** on the impact of the new government-guaranteed term loans for small businesses (**FP**, Jan. 21).

Decisions on some loans have been delayed because banks had to seek government rulings on whether borrowers were eligible.

Interest structure hasn't been settled, either.

One bank says it is charging 6% — maximum allowed. Others say the rate is still being considered.

Ottawa reports had indicated rate would be 5¼%-5½% because of the federal government's partial guarantee. (It has undertaken to cover losses up to 10% of total loans granted.)

Demand for the loans so far has been fairly evenly distributed among the four eligible groups—retail, wholesale, manufacturing, and service.

Main uncertainties on eligibility arise among service firms, which range from private schools to detective agencies and interior decorating consulting services.

Maximum loan is $25,000, maximum revenue of the business $250,000.

What makes the loans different is that the banks may now provide funds for capital projects, repayable over a long period.

Regular business loans made by the banks are essentially for operating credit, e.g., to finance inventory buying.

Loans are permitted for purchase of fixed and movable equipment (up to 80%) and improvement of premises (up to 90%).

They can be repaid over a maximum of 10 years.

In addition, the banks may take some security on money lent — a chattel mortgage on equipment bought, or a property mortgage on premises improved or repaired.

These are types of security banks can't take on normal business loans.

Few businesses which don't qualify for regular short-term bank loans will be eligible for the new long-term loans, bankers say.

"If an applicant can't meet the bank's credit requirements, the fact that the loan is government-guaranteed won't help him," one official told **FP**.

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ANNOUNCEMENT

ELECTROHOME APPOINTMENT

DONALD F. MacRAE

The appointment of Donald F. MacRae as general manager of the new Appliance, Lighting and Heating Division of Dominion Electrohome Industries Limited is announced by Mr. C. A. Pollock, President.

Prior to joining the company in January, 1960, as manager of the product development department of the Consumer Electronics Division, Mr. MacRae served for 13 years as Director of Industrial Research Services for the Ontario Research Foundation.

EXECUTIVE DECISIONS IN

CHOOSING OFFICE PREMISES

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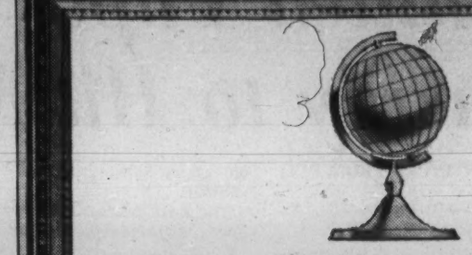
THE WORLD OVER KLM ROYAL DUTCH AIRLINES

HALIFAX DISTRIBUTOR

Gar Wood Industries Inc., Wayne, Mich., has appointed **Eastern Equipment Ltd.**, Halifax, exclusive distributor for Nova Scotia of the complete line of Gar Wood Buckeye ditchers, spreaders and fine graders. Halifax firm will also handle parts and service on these products.



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than any other brand of whisky exported from any country

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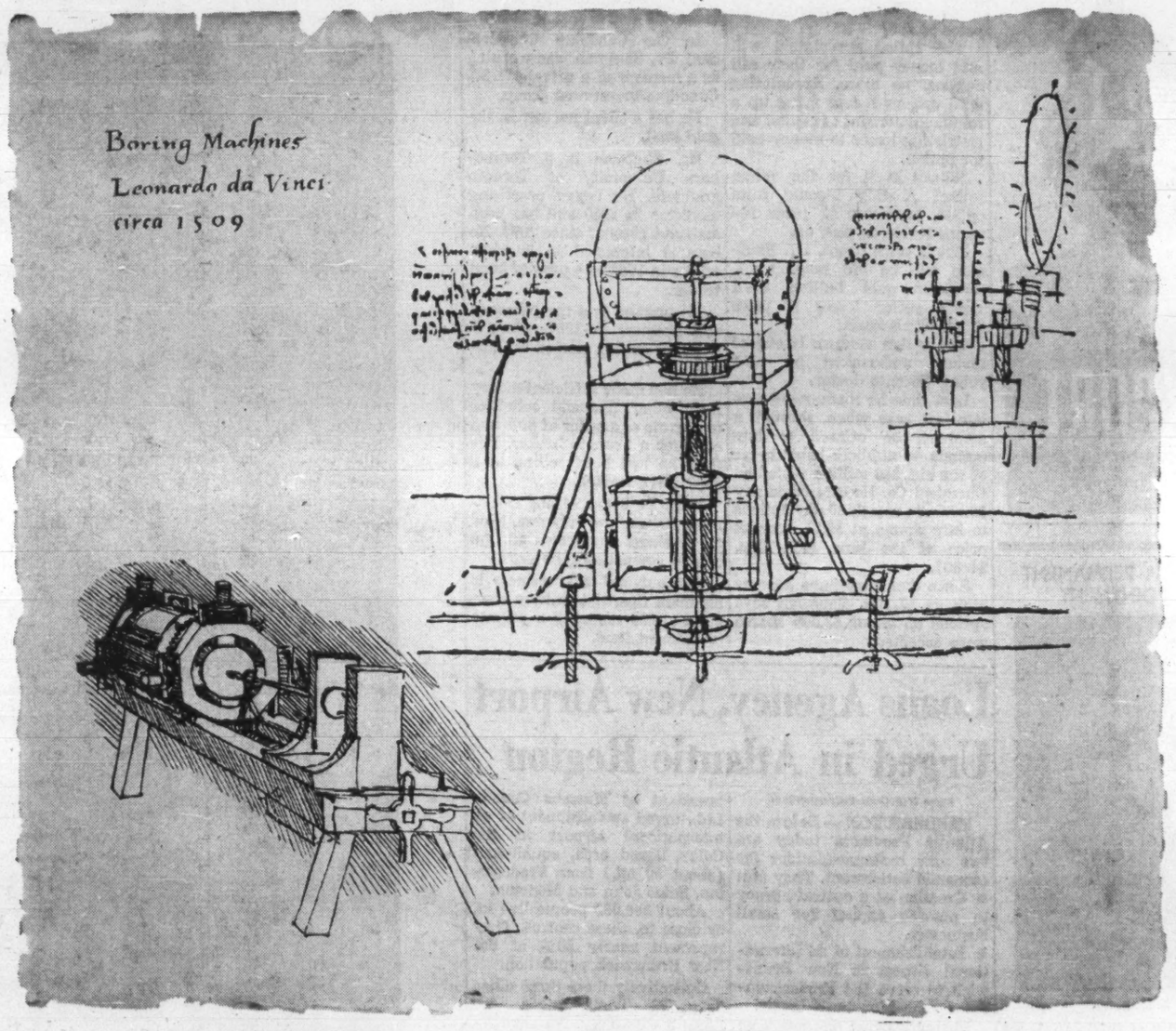

LEONARDO DA VINCI, *in addition to being an artist, engineer, and inventor, was also a superb craftsman. Reproduced here are original sketches by Da Vinci of boring machines—one for boring cylinders, the other featuring a unique self-centering device.*

CRAFTSMANSHIP

Illustrated below is a giant vacuum column used in oil refinery operations. This is a typical example of the fine craftsmanship and many sided skills demonstrated by Canadian Vickers in the manufacture of all types of petro-chemical equipment. In their plants, Canadian Vickers also design and manufacture machines, both large and small, and equipment for every imaginable industrial need . . . thereby fulfilling their pledge: "If Industry Needs It . . . Canadian Vickers Builds It . . . Better."

Industrial Boilers • Chemical Process Equipment • Hydraulic Machinery • Ships
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MONTREAL • TORONTO
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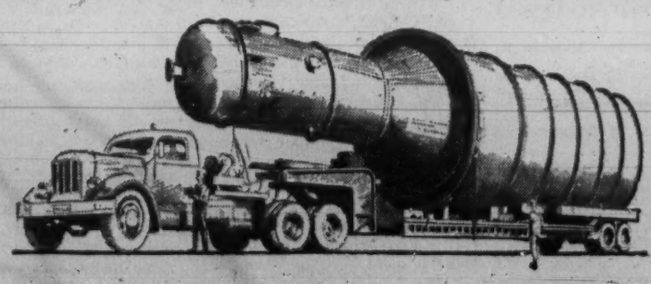


50-ton vacuum column with overall length of 74 ft., built by Canadian Vickers for a Canadian oil refinery.

Cash Register Rivalry Hots Up

Watch for competition hotting up in the cash register business.

"Baby" of the industry, **Victor Adding Machine Co.**, of Galt, Ont., has eased itself into 7% of $10 million cash register volume in Canada.

The big **National Cash Register Co. of Canada** has about 55% of dollar volume (European and other imports supply remaining market).

Victor now is "drawing a direct bead" on National, says William H. Bell, newly appointed Victor vice-president and general manager.

BELL

National Cash officials say they are becoming accustomed to competition.

Not too many years ago, the company had 85-90% of the cash register business here — then imports from Sweden, Germany, Switzerland started eating into the sales volume.

Bell says Victor is tackling National Cash "at the second stage of cash registers".

Right now Victor sells cash registers, with drawers, that double as adding machines, to the family-operated corner store level of business.

By mid-year company will market cash registers, selling up to $890, to compete with National Cash in the middle area — larger drugstores, independent grocers, middle-size retail outlets.

For the present, he says, Victor is staying out of the top-of-the-line cash register business involving units for large check-out chains.

Bell, a Canadian came to Victor after 14 years with **Royal Typewriter,** Montreal, where he was vice-president, marketing. He succeeds Theo L. Fox, who leaves Canada next month for Dallas, Tex.

Fox came here in 1953 when **Victor Adding Machine Co.** of Chicago bought **McCaskey Systems Ltd.,** Galt.

McCaskey was doing $500,000 business, sold 2% of the Canadian adding machine market. Now Victor in Canada has 25% of $5 million, 22,000-unit market.

And it has 20% of the $4.25 million calculator market.

Bell says the drive to expand has only started.

Parent company officials at Chicago say they like the Bell thinking.

They say they looked long and hard for a Canadian with Bell's particular experience.

He had what the company wants, because he comes from a company "manufacturing in Canada", says Fox.

Bell wants to see more of Victor's $20 million field of products made in Canada.

He says it's vitally important if Canadian manufacturers are to remain competitive with imports — and if more Canadians are to be employed in the industry.

It's not a nationalistic approach" he's taking, but rather one of good business, he believes.

As a first step in the plan to manufacture in Canada — instead of assembly, as at present — Bell says he wants Victor in Canada to get into the export business.

The parent, he says, agrees with this Canadian export policy, realizing that until domestic sales are augmented by foreign business, chances of getting sufficient volume to warrant Canadian component manufacture are slim.

Where the Jobs Are . . .

Manufacturing Employment in Ontario

	1958 Workers	1958 % of total	1947 Workers	1947 % of total	% Chge. 1947-58
Eastern	39,040	6.4	37,546	7.0	+4.0
Lake Ontario	26,046	4.3	24,179	4.5	+7.7
Metropolitan	260,911	42.9	194,194	36.3	+34.4
Niagara	103,871	17.1	106,846	19.9	—2.8
Mid Western	46,772	7.7	47,119	8.8	—0.7
South Western	75,919	12.5	78,795	14.7	—3.7
Georgian Bay	16,477	2.7	16,397	3.1	+0.5
North Eastern	26,568	4.4	21,583	4.0	+23.1
North Western	11,712	1.9	10,922	2.1	+7.2
Total for province	607,316	...	537,581	...	+11.3

Source: DBS.

Spread Industry, Plea to Province

Transportation costs, lack of speculative plant construction and some legislative restrictions are among factors working against Ontario industrial growth outside the Toronto area, the Ontario government has been told.

Industrial expansion has tended to concentrate in the Toronto area so that in 1958 there was 42.9% of Ontario's manufacturing employment in this region, a brief from the Ontario Regional Development Council says.

The council is composed of representatives of the seven provincial regional development associations.

It urges several changes of policy to reverse the trend:

- **Municipal** tax policies shift burdens to industry away from general ratepayers under the provincial assessment legislation, even when the latter benefit most from the services provided by the taxes.

The Ontario Assessment Act should be reviewed in relation to its effect on growth and location of industry.

- **Highway** networks are valuable but there should be also provincial and federal policies to help local groups to develop regional airports or landing strips.

Ontario should take initiative in approaching Ottawa for a new plan for joint financing of such facilities.

- **There** is need for more urban and rural re-development projects outside the major cities, and for projects to restore historical buildings and to build museums.
- **Ontario** should try to have removed from the Industrial Development Bank policy restrictions on loans for tourist operations.

It should also carry out a survey of tourist facilities in the province and review its assessment policies which call for business taxes on tourist establishments on a year-round basis.

- **Industrial** Standards Act should undergo major revision or be withdrawn. The act encourages labor organizations to seek wage uniformity throughout the province.
- **Tax laws** should encourage long-term investment in reforestation. This is needed to return marginal land to production.
- **Government** should "set an example" in decentralizing industry, by locating more of its branches outside Toronto.

Corp. Investors Assets Up 7%

Corporate Investors Ltd., Toronto, total net assets rose 7.2% to $9,770,209 in three months to Dec. 31/60.

Net asset value per share of $8.95 ($8.49 at Sept. 30) was up 5.4%. This indicates net sales of 18,144 shares, raising outstanding capital to 1,091,643 shares.

Here are the quarter's changes:

	Amt. held Dec. 31/60	Chge. since Sept. 30/60
Bonds:	$	$
Canada 4¼%/72	525,000	+175,000
Do. 5½%/75	nil	—300,000
Do. 5½%/69	nil	—75,000
Bell Tel. 6⅛%/78	300,000	+200,000
B.C. Elec. 6%/84	200,000	+150,000
Simpsons 5½%/79	100,000	+50,000
C.N.R. 5½%/64	nil	—50,000
Metro Toronto 6%/79	nil	—100,000
Do. 6%/60	nil	—10,000
Gunnar 5%/60	nil	—11,000
Preferred:	**Shares**	
Slater Industries 6¼%	2,000	+2,000
Common:		
Imperial Oil	4,000	+1,000
Standard N.J.	1,000	+1,000
Canada Cement	2,000	+1,000
U.S. Steel	500	+200
B.C. Forest Prod.	2,500	+2,500
B.C. Power	5,000	+600
Cdn. Celanese	2,000	+500
MacLaren P. & P.	nil	—800
C.P.R.	nil	—1,500

Facsimile Service 'Modest Success'

CN and **CP Telegraphs'** new Wirefax service between Toronto and Montreal is proving a "modest" success, according to a CN spokesman.

Wirefax is a method of telegraphing documents in facsimile form. Charges are $2 for the first 4 in. of a standard size document 7½ in. wide and 35c in. thereafter.

"It is being used mainly by advertising agencies, which send layouts and art work between the cities for checking and approval by clients, and by financial houses for sending out sales letters," the spokesman said.

"The scheme is proceeding satisfactorily, and much as expected. But the general public are probably reluctant to pay the rather high price," he said.

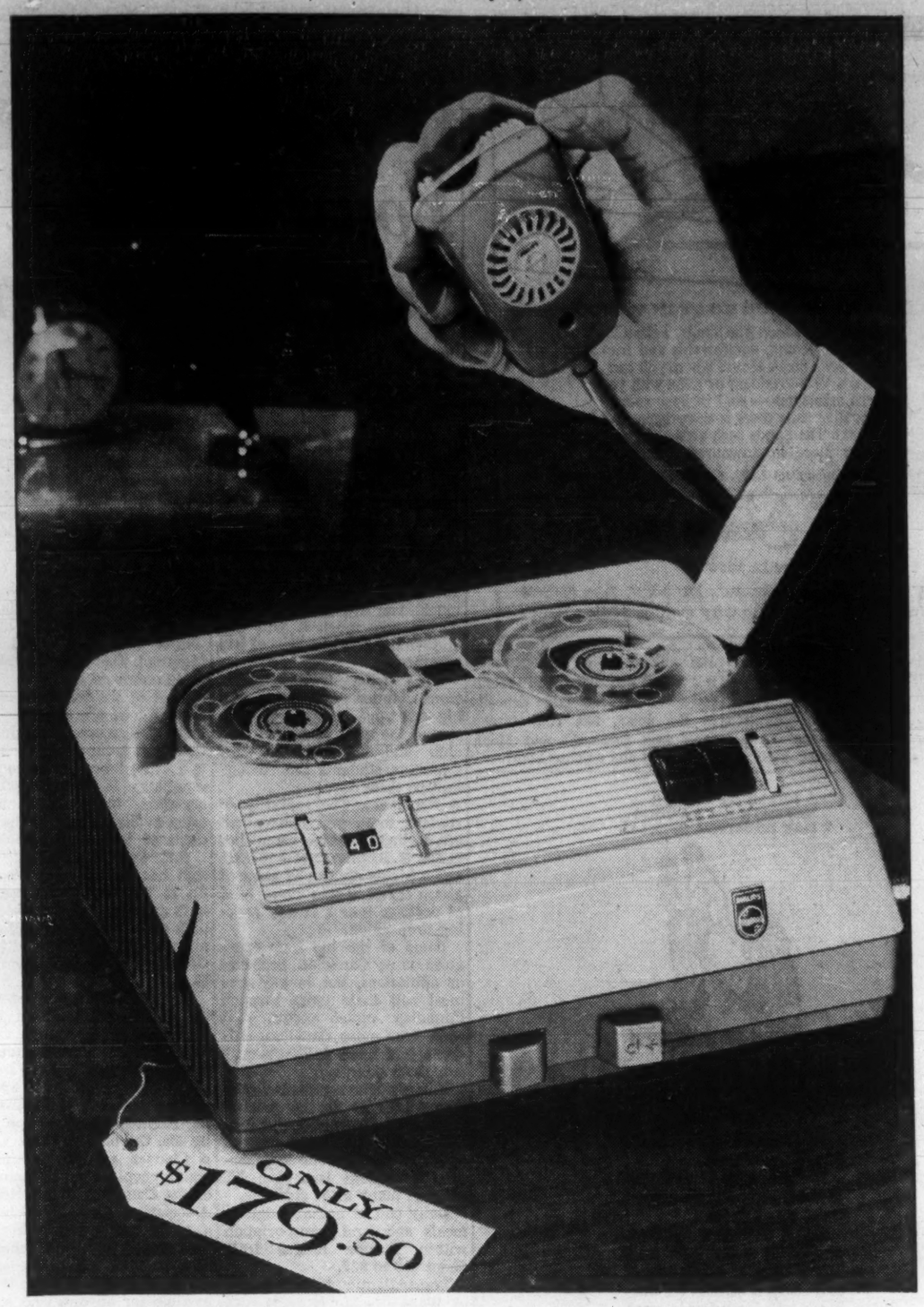
"We think now that it would probably receive wider acceptance if used over longer distances — probably between Toronto and Vancouver.

"Other communication methods between Toronto and Montreal are quick enough without the individual having to pay the Wirefax cost."

ENGINE CONTRACT

From Our Own Correspondent

VICTORIA — **Ruston & Hornsby Ltd.,** a U.K. firm, has been awarded a $475,000 contract for propulsion machinery for a new $2 million B. C. government ferry, to be operated between Vancouver Island and the mainland.



Spend five days with a Philips dictating machine-*and you won't want to give it up*

Try this new model Philips Dictating Machine for five days—and you'll realize how much easier dictation can be. The new Philips is simpler to use than any other dictating machine—both recording and transcribing.

No other dictating machine has so many endearing features at such an attractive price. Only $179.50.

TAKE ADVANTAGE OF THIS FREE TRIAL OFFER—SEND COUPON TODAY.

Jot your name and address on the coupon. Tear it out and have it mailed today.

We think that using the new Philips Dictating Machine for five days will prove our point. The Philips Dictating Machine can save you time and money.

PHILIPS takes the time to build the best **DICTATING MACHINE**

FP-E9

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I wish to have a demonstration of the Philips Dictating Machine. I understand I may keep this machine for my own use for five days without charge or obligation.

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COMPANY .....

ADDRESS .....

CITY ..... PROV. .....

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461 est rue Racine
Mr. G. Langevin

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Librairie Ferland Ltée
323 Lindsay
Mr. J. A. Trembley

GRANBY
Authier et Frere, Engr.
261 Principale

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JOLIETTE
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Station C. Tel: LI. 9-3508

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Nelson Business Machines Ltd.
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274 - 7th St. E. Tel: FR. 6-4841

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Peterborough Office Supply Co.
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PORT ARTHUR
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Tel: MU. 2-1152

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SUDBURY
Loweth Office Equipment
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TIMMINS
Timmins Stationery & Office Supply Ltd.
139 - 3rd Ave. Tel: AM. 4-4331

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General Recorders Company
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1534 - 13th Ave.

CALGARY, ALTA.
Canadian Electronics Ltd.
336 - 4th Ave. S.E.

EDMONTON, ALTA.
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109th St at 107th Ave. Tel: 4-6451

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KELOWNA
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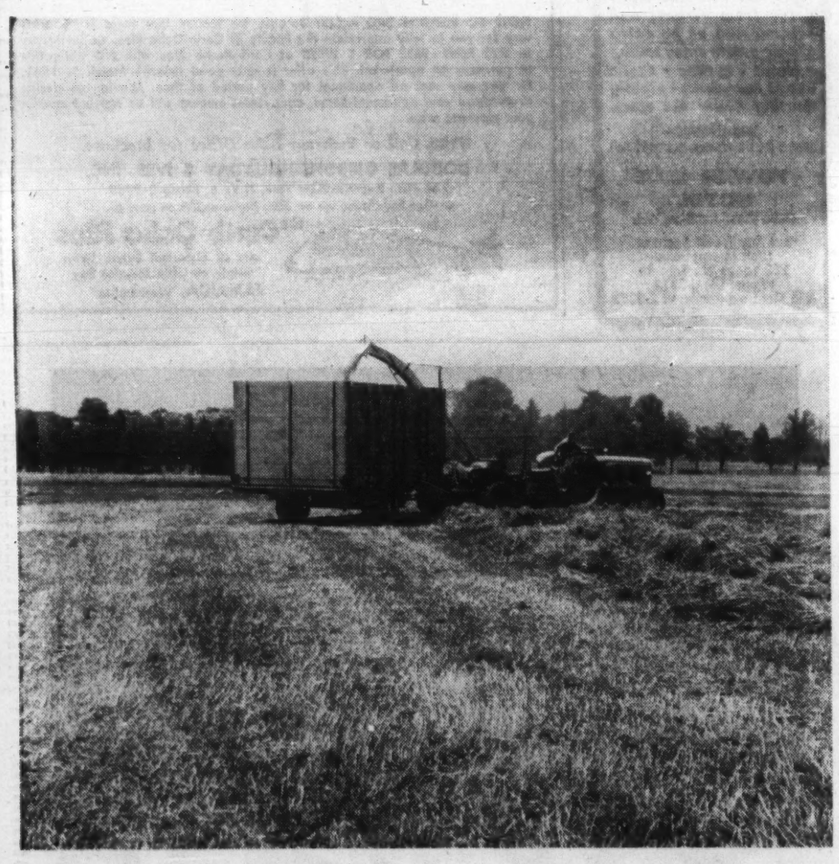
529 West Pender St. Tel: MU. 4-3331

VICTORIA
Frank L. Bolt & Co., 1812 Cook St.



Farming Is Big Business

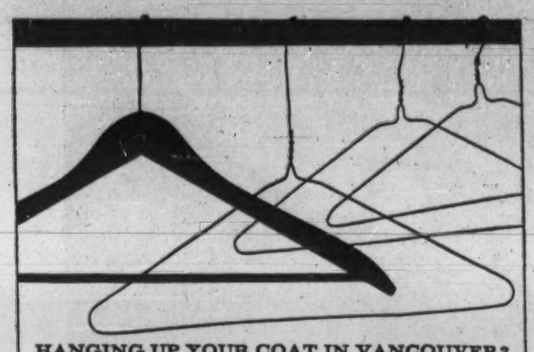
Here is a man driving a tractor, pulling a forage harvester and wagon. There are more than one million tractors, trucks and cars on Canadian farms. Annual expenses for these items, without allowance for depreciation or financing, is more than **$450,000,000.** Farmers use **$20,000,000** worth of electric power annually. They buy 900,000 tons of fertilizers valued at nearly **$70,000,000** — and all this money is just a part of the **$2,000,000,000** spent each year in Canada by Canadian farmers.

Canadian Farmers Are Men With Money To Spend

Family Herald

Every week Family Herald reaches *more* Canadian farmers than any other Canadian publication.

Canada's National Farm Magazine



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In Winnipeg it's The City Centre Motor Hotel

SMH-3

GOING TO HELL in Japan can be quite a pleasant experience. Hell is what the famous hot springs of Beppu are called (because the geysers and steaming mineral pools resemble the descriptions of Buddhist hells or Jigokus). Some of the outstanding "hells" are Blood Hell (bright red from the iron oxide deposits in the pool), Sea Hell (green from iron sulphate) and Monk Hell (mud and sulphur pool).

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POST TRAVEL BUREAU

Where to go—how to go—where to stay

Your Children Can 'Do' Europe For $995-Up

By BEATRICE RIDDELL

A growing number of Canadian parents consider the best way to round out a child's education is to send him to Europe for a month or two with a group of his contemporaries.

If you have a son or daughter about ready for this finishing touch, you are probably wondering how much it will cost and what is the best type of trip to promote.

Here from travel agents, transportation companies and big tour operators is an outline of the types of tours available and an idea of how Canadian students are "doing" Europe these days:

● **Big tours.** The majority of student tours you hear about are organized by big companies in the U. S. where mass market and a highly developed sense of group travel makes every kind of package tour a money making proposition.

Some of the big tour operators have Canadian branches or affiliations, but in any case most sell their tours through Canadian travel agents. And each year more Canadian students join these predominantly American groups.

The big tour companies' programs offer by far the greatest variety of itineraries, the biggest choice of dates and greatest range in prices. Tour membership is seldom less than 25, often as many as 50 students.

Daily cost of accommodation, meals and land transportation within Europe ranges from about $16 to $27.

TransAtlantic transportation by plane or ship is extra. But for ship travel, these big companies reserve large blocks of minimum-fare accommodation well in advance.

● **Canadian tours.** Some Canadian travel agents organize their own tours, often with smaller groups and sometimes cheaper than competitive quality big tours.

One offered for the coming summer includes 42 days in Europe and costs $619 (about $14.75 per day) plus $435 to $447 roundtrip Montreal to U. K. This is limited to 20 travelers.

Another, designed for young office employees as well as students costs $995 for 35 days in Europe and including return tourist class ship travel from Montreal. This tour will take up to 40 members.

Most of the members of this type of tour are Canadian. But more U. S. students are joining Canadian groups today.

● **Private tours.** Some teachers, especially in private schools, organize independent tours, often available only to the students of their own schools.

But one independent tour that has proved very successful in recent years is open to boys and girls from private and high schools and universities. It attracts students from all over Canada and a few from the U. S.

Organized by two masters at St. Andrews College (a boys' private school at Aurora, Ont.), it features bicycle touring through Europe (**FP**, Jan. 25/58). This year, the 63-day holiday will cost $1,315 including Atlantic travel — one way by air, the other by sea.

● **Charter groups.** Groups of young people, such as members of the Canadian Youth Hostels Association, sometimes charter a plane for a European trip. This works out much cheaper than regular tours. But strict charter regulations make it impossible for anyone who is not a paid-up member of a bona fide organization to join a charter group.

All student tours are well supervised. Conductors of the big groups are usually well-traveled teachers or university professors — often specialists in history, art or languages. On some, a travel manager goes along as well, to deal with tickets, reservations, etc., leaving the conductor free to deal with purely personal problems.

Canadian travel agents sometimes send an educationalist as a tour director, sometimes a senior member of their own staffs. On all tours, the youngsters have a good deal of freedom and time to explore on their own. But the conductor keeps a careful eye on all that goes on, and especially for teenagers, insists that all independent activities are checked with him first.

Most commercial tours are co-educational, but in the case of smaller groups boys would do well to make sure that they have other male support. Some tours are for girls only.

The greatest number of tours are designed for the 18-25 age group, but a few take students as young as 15.

Favorite itineraries include U. K., France, Germany, Holland, Belgium, Switzerland, Austria and Italy, with a growing number now adding either Spain and Portugal or Scandinavia.

But students can find tours that will take them all over the Middle East and behind the Iron Curtain if they want to get off the beaten track.

Hotel accommodation is not de luxe. It is either first class or good second class, often with private bath. Country inns or small-town hotels are frequently chosen for local atmosphere as well as economy.

But by no means do all Canadian students join tours.

A growing number, from the age of 18 up are going in independent groups of two to six. And a number are hiring cars.

"Once in Europe, a group of four sharing a car could keep costs down as low as $15 per day, including good second class hotels, meals and some left over for extras," one travel agent told **FP**.

Train and bus travel, using bargain transportation passes available to North American visitors would trim the daily tab to $10 or $12. Those who bicycle and stay at youth hostels spend even less.

But however independent a young traveler wants to be, he should consult a travel agent. Any reputable agent will discuss the situation discreetly with parents. And he will discourage unsuitable hotels or hair-brain schemes.

A widely publicized story that caught the imagination of many young adventurers all over the world was that of two Australian girls who bought an old London taxi to tour the continent.

"Few people seem to remember that the taxi broke down in a Swiss mountain pass, and cost of replacing parts (which had to be sent from England) was more than the girls paid for the taxi in the first place," said an agent who has discouraged a number of similar plans.

There are other details that should be straightened out beforehand. For instance: Some countries do not issue drivers' licenses to motorists under 21. Big cities are very crowded during the summer months and "pot luck" hotel accommodation is often hard to find. Bargain rail and bus passes for U. K. and the continent must be bought **before** the traveler leaves North America. You have a much better chance of getting festival tickets through travel agents before you arrive in Europe.

And for parents' peace of mind, travel agents have affiliates all over Europe who can help out if trouble arises.

Travel Tips

NEW HOTEL, for Karachi, Pakistan, has been announced jointly by **Intercontinental Hotels Corp.** and **Pakistan International Airlines.** The $7 million hotel, to be built on a 12-acre site overlooking the Arabian Sea, is scheduled to be ready in 1963.

• • •

KLM is increasing its DC-8 jet fleet this year from seven to 12. Another will be delivered next year. Officials say expansion will permit jet services to Surinam, Curaçao, Venezuela, Johannesburg and on the polar route to Tokyo. DC-8 service to Canada started last June.

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TOWER ISLE HOTEL

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Vacation landmark of the West Indies, air-conditioned Tower Isle is an enchanting self-contained resort set in 12 acres of tropical gardens, on the sparkling waters of the Caribbean. Our private white sand beach and olympic size swimming pool are at your doorstep.

Life at Tower Isle is gracious and carefree. You'll love the atmosphere of friendly hospitality and all the delightful events that span every hour in this charming resort on the island of Jamaica.

Rates include luxurious room with private balcony, lavish breakfast and gourmet dinner, 65 mile scenic drive from airport and return. And at no extra charge guests enjoy sailing • tennis • cycling • exotic native floor shows • nightly dancing under the stars.

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NEW FILM on the Maritimes has been released by **CNR** for use by schools, colleges, sportsmen's clubs, service clubs and other organizations. The 27-minute, color production featuring sport and travel, will also be available from CN offices in the U. S., U. K., continental Europe, Australia and New Zealand.

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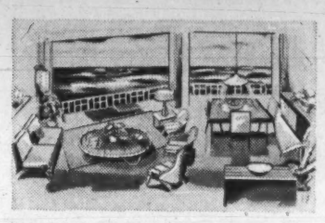

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How Small Firm Takes on 'Giants' In Auto Industry

By RALPH YOUNG

HAMILTON (Staff)—A small metal stamping plant in Hamilton is taking on the giants.

After 40 years of making stampings mainly for other manufacturers, **Hamilton Clamp & Stampings Ltd.** is challenging two big U. S. industries exporting automotive parts to Canada.

A new turn signal flasher is getting into production in a $250,000 addition to the Hamilton Clamp plant. A new windshield wiper is being developed. Neither has previously been made in this country.

Other products are on the planning board.

Simultaneously, the company is branching into export business for the extensive line of hose clamps that has become its mainstay.

A distributor has been appointed in New Zealand, negotiations are well under way with distributors in Australia and the U.K.

Hamilton Clamp is a family business, founded by Ira Green. His son, Victor P. H. Green, brought it through the hard slugging depression years.

GREEN

Two years ago Victor, although retaining the title of president, was forced by reasons of health to hand active management to his son, Donald, who at 28 is now vice-president and general manager.

"Four years ago we felt that we had to decide what type of business we would be in five, 10 years in the future," Donald Green said.

"Production costs were rising. The fact was that we had started to slip.

"We launched a study of our organization from top to bottom."

"Everyone on the payroll took aptitude tests. As a result, changes were made in every position in the company," he said. (Incidentally, aptitude tests are not now relied on so heavily in hiring personnel.)

Acting on the advice of consultants, new methods of materials flow and handling, and stock storage, were adopted. These provided 40% additional working space.

Machines were converted to automatic operation; old machines were scrapped, new automatic equipment installed.

Employment was cut one-third.

"It was heartbreaking in a way, but we knew that we had to have a young, aggressive group that could work together, think positively, be energetic, stand on their own feet and make decisions," Green said.

Three relatively young management people were brought in.

Ken Forsyth, from **Steel Co. of Canada**, is sales manager; Ralph Pearson, from **Koehring-Waterous Ltd.**, Brantford, is comptroller; and Gordon Hinder, from **Canadian Westinghouse Co.**, is chief engineer.

Hinder's group, encouraged by the others, has developed what he believes is a new, superior windshield wiper blade and frame, and is working on a wiper motor and arm.

"We're up against 380 patents held largely by two firms in the U. S. who control this product," Green said.

"But our attorneys are so confident that they have taken out two world patents for us and we hope to be in production this year on the blades."

The signal flasher is getting into production now. **Canadian General Electric Co.** and **United Carr Fastener Co.** are supplying components for this item, formerly imported.

All parts are being provided by Canadian producers, and much of the testing and production equipment was made in Hamilton Clamp's own machine shop.

"With lower costs and new products, our employment is now up almost to the figure it was before we modernized — and it will increase," Green said.

Incidentally, the company will soon get a new name. Green wanted something short, easy to remember and "powerful".

"There are so many stamping plants, we felt we had to get right away from the ordinary," he said.

Name selected from about 600 considered: **Tridon Manufacturing Ltd.**

Application to make the change is under way.

What was Green's preparation for a life as a business tycoon?

After he graduated from Westdale Collegiate, Hamilton, he took an 18-month trip round the world on a sailing ship. Then he gave about 250 travel lectures, and wrote a book.

He followed this with a three-year mechanical industrial course at Ryerson Institute.

Starting in his father's shipping room, he went through every job in the plant. At night he took extension courses in industrial management at McMaster University.

He'd like to take the summer course in business management at University of Western Ontario — but the minimum age limit is 35.

Married, he and his wife have two children.

Business outlook? — "Unlimited."

Free Port Wouldn't Help, Economist Advises Halifax

A new economic study throws doubt on the usefulness of a free port for Halifax.

It would not make any new contribution to Nova Scotia's trade and commerce facilities, Hubert R. Kemp has reported to the government.

An Ottawa economic consultant, Kemp had been retained to direct the study which has now been presented to Trade and Industry Minister E. A. Manson.

The minor re-export volume of dutiable finished products from the province and the existence of bonded warehouses combine to lessen the need for a free port, the study says.

Primary objective of free ports is to promote international trade, by permitting imports without immediate payment of duties or taxes where materials are to be re-exported.

A secondary aim is to enable dutiable goods to be held for a time before their release for domestic consumption.

The free port question hinges on "the relative efficiency of various forms of customs administration" rather than on the importance of foreign trade, the Kemp study says.

He says free ports of Hamburg, Panama and Copenhagen are successful, yet the U. K. — a great trading nation — has managed well without them.

There are no free ports in the Commonwealth and only four operating in the U. S. (two of these on a reduced scale).

Storage facilities, necessary to a free port, already exist in Canada. There are some 400 bonded warehouses of which 20 are in Halifax. There is also in operation the "export drawback system" — the duty-free admission of goods used in domestic production for export.

Moves Stir Hope for Power Projects in Atlantic Area

MONTREAL (Staff) — Two big Atlantic Provinces power projects are back in the news.

- **In Newfoundland** Premier Joseph Smallwood has said his government may develop hydro resources at Bay d'Espoir and then turn them over to **British Newfoundland Corp. (Brinco).**
- **In Nova Scotia and New Brunswick,** proponents of a scheme to develop tidal waters of the Bay of Fundy, have been heartened by progress on a similar project in France (**FP,** March 23/60).

Smallwood says much electrical energy will be needed on the Baie Verte peninsula, where mining, logging and fishing operations are expanding, and that it must come logically from Bay d'Espoir on the south coast.

Brinco has been investigating the site in association with **Bowater Corp. of North America, Anglo-Newfoundland Development Co.** and **Power Corp. of Canada.**

Although some problems remain unsolved, Newfoundland has asked Brinco to "get going as soon as possible."

With ample power and ice-free harbor facilities, the Bay d'Espoir area is seen as possible site for a copper smelter, a third Newfoundland paper mill and, perhaps, a chemical plant.

Envisaged is a 70,000 hp plant, capable of expansion to 350,000 hp. Two problems are:

- **Financing.**
- **Finding** enough customers to absorb initial output.

It would appear now that, if Brinco is not prepared to go ahead immediately, Newfoundland may undertake the project with assistance under the Atlantic Provinces Power Development Act and aid in establishing new industries.

On the mainland general manager A. R. Harrington of **Nova Scotia Light & Power Co.** says construction of the Fundy power plant might "get under way within 10 years."

It would meet demands in the Maritimes for one million kw of additional capacity and would cost $200 million.

The ancient dream of harnessing the tides to provide cheap power has become a reality in France. On the fast flowing river Rance, near St. Malo, a prototype of a new type "bulb turbine" has been installed in a lock and is producing 12,500 hp.

In the next stage of a seven-year project, France will spend $80 million this year to build a 2-mi. dam across the estuary of the Rance, supporting a chain of 32 bulb units.

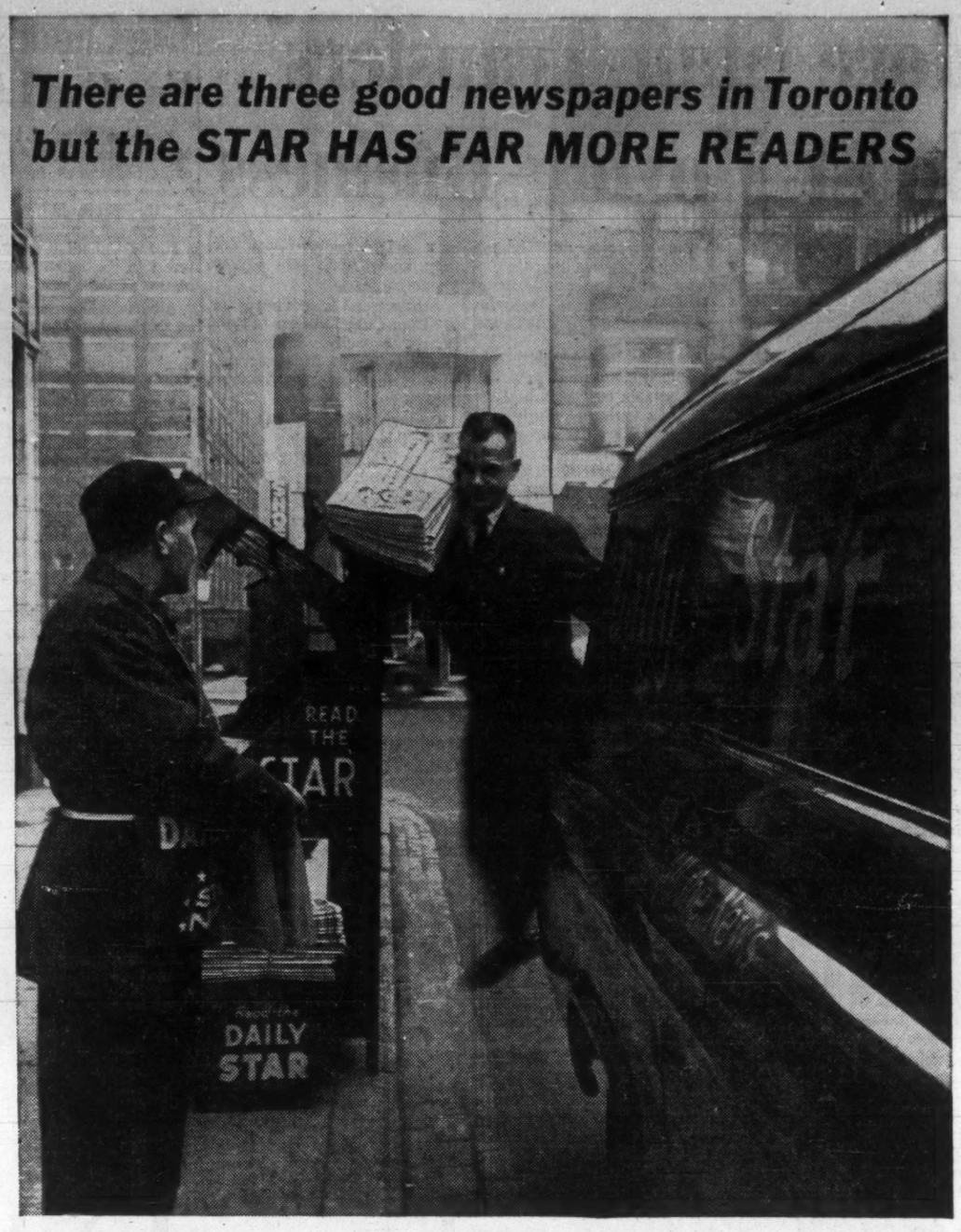
Tides in the Bay of Fundy range to 50 ft., about 10 ft. higher than St. Malo's.

Before the Nova Scotia and New Brunswick governments is a report by **Foundation of Canada Engineering Corp. and La Salle Hydraulic Laboratory,** advocating use of the bulb turbine.

When water flows through the unit, a 15 ft. rotor drives an electric generator.

Efficiency is said to be 90%.

If the process is reversed and the unit used as a pump to store water when demand for energy is slack, efficiency is about 75%.



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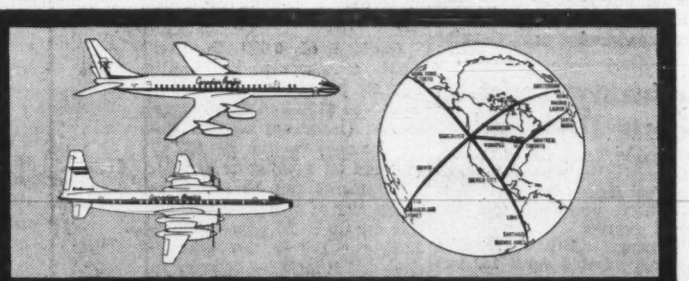

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1021

More Staff Transfers Boost Moving Business

By RAY MACADRY

Canadians are more mobile than ever before.

It shows in steadily rising trend line of business volume by the movers of household goods.

This volume is an estimated $12 million-$13 million a year.

By far the biggest slice of this pie is delivered to the movers by business and industry.

The shifting of executives, technical and sales employees is on the increase.

Result: Somewhere between 70% and 80% of all household goods movement is originated by company-paid-for transfers of staff.

Some of the remainder are going on retirement — quite often to the West Coast or Florida.

Others are shifting jobs at their own expense, or just moving in hope of finding a job.

This is where corners are cut and where financing is often a problem.

There is no credit in the moving business. You are moved on a cash-on-delivery basis and the van operator will expect either money, certified cheque or money order before he unloads the furniture into your new house.

Only exception is when a company that is paying for the move makes a prior arrangement.

But there is one avenue of financing available for the pay-it-yourself nomad. The small loan companies will offer financing to "good risks."

"All other things equal, we would consider a man with a job waiting for him as a good risk," a spokesman for **Household Finance Corp.** told **FP**.

The "other things" are the person's general credit rating, stability, reasons for leaving last job. These are considered the prime factors in determining security, not the chattel mortgage on the household goods.

In the U. S., financing of moves is a bigger business than in Canada.

There are tie-ups between some major movers and small loan firms so that customers needing financing can get it if they qualify.

But there has been no similar arrangement made by major movers in Canada. It may come, some moving officials say.

In company transfers, moving is a much less painful process for the individual.

There is a de luxe service which many business firms go for.

Not only is the packing and moving bill paid for, but they will pick up the tab for such extras as moving pets, cleaning of the old and new houses, cleaning of kitchen utensils, disconnection and re-connection of electrical appliances, removing and re-hanging of pictures and mirrors.

The mover will call in tradesmen to carry out these jobs, will itemize their cost separately.

Nobody knows precisely how many moves are made in a year.

But one set of figures from the federal Department of National Health & Welfare gives an indication.

The department's latest monthly figures on inter-provincial family movements show that about 5,000 families shifted last November. These are only families receiving family allowance cheques.

One long-distance mover estimates that, on average, Canadians in houses move once every five years. A generation ago, it would have been closer to once in every seven years.

The growth rate of the moving business is illustrated by **Allied Van Lines Ltd.** — a co-operative return load bureau which claims 65% of Canada's household moving volume.

Allied business in 1960 was some $8 million, up 22.5% from 1959 and up 60% since 1955.

The Allied volume here parallels that of **Allied Van Lines Inc.** of the U. S. (same idea but no financial affiliation between the two) where yearly business has reached $85 million.

In Canada, Allied has 130 agents operating 900 big orange vans from 325 offices and warehouses. A vast teletype network links the agents and the Allied dispatch offices.

Like other movers, these agent-firms have gained from several post-war trends.

Allied's General Manager Blair Eby gives credit to the growth of new housing, greater willingness of business to transfer staff, resource and defence developments in the north, decentralization of industry and industrial expansion in Western Canada.

Best traveled route is still Montreal-Toronto.

But a substantial amount of business is done between central Canada and the West, and between central Canada and the U.S.

The cost of moving can be substantial, depending on weight of goods and distance.

Here's the cost breakdown of a hypothetical move quoted by sales officials of **Tippet-Richardson Ltd.**, one of the leading long-distance movers of household goods.

To move goods from an average six-room house, Toronto-Vancouver, would cost just under $1,300.

Haulage of 6,000 lb. over 2,924 mi. would be $1,110 ($18.50 per 100 lb.), packing would be $150 and transit protection (insurance against loss or damage) would be $37.50 (figured on a value of $7,500).

Shipments can be stored at either city of origin or destination for up to 60 days. Rate is $2.50 per 100 lb. for first 30 days and it includes delivery to warehouse and removing. Over 30 days, the fee is 50c per 100 lb.

After that, goods must be delivered to home or put in regular storage.

"We find companies paying for washerwomen, cleaning women, electrical tradesmen, carpet experts — for movement of top executives or to get a top man," one mover salesman says.

"Once recently, we moved two Siamese cats. They were flown from a U. S. city to Toronto, placed in kennels, then moved to the new residence.

"Bo-Bo, a dog, caused us more anxiety than the household goods of one executive's family.

"I had a phone call at 1 a.m. from Mrs. Executive to enquire about Bo-Bo.

"All this is extra on the bill."

Moving firms, called on a job, send an estimator to the house. He finds what packing is required and estimates the cubic volume of goods.

The companies have a standard of measurement by which they convert the cubic volume to a weight factor. From this, they know what size van to assign to the job.

A new trend in moving is use of "High-Cube" trailers of 2,400 cu. ft. capacity. They carry 16,000 to 18,000 lb. — or contents of three average six-room houses.

Cost to client is based on three things: Packing charge, moving charge and protection (or insurance) fee.

All common carriers are released to 30c lb. per article of shipping weight, so far as loss or damage is concerned. On that basis, you would recover $90 for a 300-lb. refrigerator, lost or destroyed.

Over and above this, a customer can protect his goods for $5 per $1,000 of declared value.

Guaranty Trust Boosts Dividend

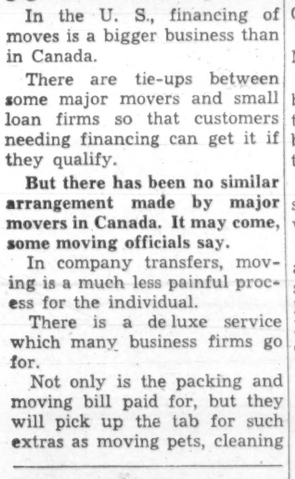
Guaranty Trust Co. of Canada is increasing its annual dividend to 90c per share from 80c, J. Wilson Berry, president, told the annual meeting.

Company's 129th consecutive dividend, payable April 15, will be at the new quarterly rate of 22½c per share.

Guaranty earned $776,767 ($2.22 per share) in 1960. Late in the year it acquired controlling interest in **Prudential Trust Co.** (**FP**, Nov. 5).

ANNOUNCEMENT

STANDARD LIFE APPOINTMENT



W. A. ARBUCKLE, C.A.

Mr. T. G. Waterlow, C.B.E., Chairman of the Board of The Standard Life Assurance Company, Edinburgh, Scotland, announces that the Chairman of the Canadian Board, Mr. W. A. Arbuckle, C.A., has been elected a Director of the Company.

The appointment of the Canadian Chairman to be a member of the Company's Head Office Board is a further step in strengthening the liaison between the Head Office and the Canadian organization and emphasizes the growing importance of the Company's Canadian interests. Assets in Canada now amount to over $285,000,000.

AMMONIA DISTRIBUTOR

Brockville Chemicals Ltd. announces that the **McArthur Chemical Co.**, Montreal, has been appointed distributor for company's anhydrous ammonia to Canadian industry, excluding the fertilizer industry. Construction work on the process units of the company's new nitrogen chemicals plant at Maitland, Ont., is well advanced and initial start-up of plant should take place early in April.

Big Canadian Share Planned For Gas Liquids Pipeline

Pembina Pipe Line Ltd. officials are expected to reveal plans next week for Canadian control of the Canadian section of its proposed Alberta-to-Chicago gas liquids pipeline and a strong Canadian minority interest in the much bigger U. S. section of the line.

Alberta residents are expected to be given the opportunity to subscribe for 30% of the equity financing in the Canadian section, **FP** understands. Pembina would take up the remaining 70%.

Provision would be made whereby **Standard Oil (Indiana)** — the other major partner in the pipeline project — would be given an opportunity to take a 30% equity position at a later date in the Canadian section.

At the same time Pembina would also be given an opportunity to take up a 30% position in the U. S. section of the line.

Pembina and Standard Oil (Indiana) have concluded an agreement for financing and construction and operation of the 1,400-mile gas liquids pipeline.

Pembina will disclose additional information on its proposed plan next week to the Alberta Oil & Gas Conservation Board.

Pembina is being opposed by four other competing pipeline proposals — those of **Hudson's Bay Oil & Gas, BA Oil Co., Canadian Hydrocarbons** and **Provincial Pipe Line.**

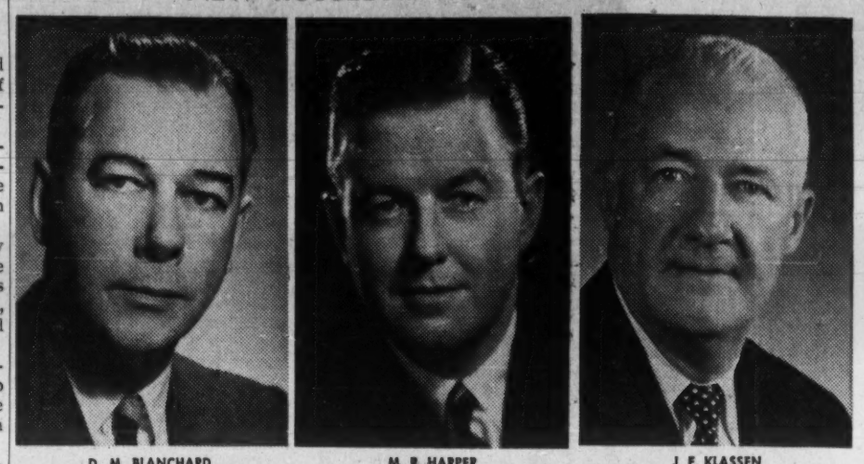
The Alberta Oil & Gas Conservation Board is expected to announce its decision on the whole gas liquids picture within the next two months.

The strong market performance in Pembina common shares this past week reflects the partnership agreement with Standard Oil (Indiana).

From an early January level of $8⅛ the stock moved up to a new high this week of $11⅞ on the TSE; at midweek was holding around $11¼.

ANNOUNCEMENT

NEW RUSSEL-HIPWELL DIRECTORS



D. M. BLANCHARD — M. R. HARPER — J. F. KLASSEN

Mr. N. E. Hipwell, President and General Manager, Russel-Hipwell Engines Limited, has announced the election of Messrs. D. M. Blanchard, M. R. Harper and J. F. Klassen to the Board of Directors of the Company.

Mr. Blanchard, formerly Treasurer, becomes Secretary-Treasurer and will move to the Toronto office; Mr. Klassen continues as Vice-President and Manager, Quebec Region with offices in Montreal; and Mr. Harper, formerly Manager, Ontario Region, has been appointed Assistant General Manager.

The Company recently announced the sale of its Steelcraft Division to Russel Brothers Limited of Owen Sound, Ontario, and will now establish its headquarters at Toronto. Company branches throughout Eastern Canada provide Cummins Diesel Engines, and complete parts and service facilities for the transportation, mining, construction, and other industries.

HIGHER DIVIDENDS

for London Life Policyholders

NEW 1961 DIVIDEND SCALE WILL DISTRIBUTE
10% MORE IN TOTAL THAN FORMER SCHEDULE

•

Rapid growth of business reflected in Company's 86th annual report

FIFTH DIVIDEND INCREASE IN TEN YEARS

The London Life's long record of low net cost to policyholders will be enhanced and extended by the new and higher scale of policyholders' dividends effective for 1961. This is the fifth increase in the last ten years. Total dividends payable to policyholders on the 1961 scale will amount to almost $20 million. This increase has the effect of further reducing the costs on participating policies.

NEW HIGH MARK IN LIFE INSURANCE IN FORCE

Life insurance purchased from the London Life in 1960 exceeded $647 million. The amount of life insurance owned by London Life policyholders increased by $408 million during the year and now totals well over $5½ billion. These amounts do not include annuities, or business reinsured with other companies. It is noteworthy that the London Life's sales activities are entirely in Canada.

$105 MILLION PAID OR CREDITED TO POLICYHOLDERS AND BENEFICIARIES

Payments to beneficiaries, policyholders, and annuitants, together with amounts set aside to their credit, reached a new record of over $105 million. This total includes death claims, matured endowments, annuity payments, cash surrenders and policy dividends. Payments to policyholders were over twice the amount paid in death claims.

INVESTED ASSETS NOW OVER THREE-QUARTER BILLION DOLLARS

The London Life's net invested assets now exceed $777 million. Approximately 65 per cent of this amount, or more than a half-billion dollars, is accounted for by first mortgages, principally effected to provide new dwellings for families across Canada. The Company now has mortgage loans on more than 53,000 properties.

FURTHER PROGRESS IN SICKNESS AND ACCIDENT BRANCH

In Sickness and Accident insurance, issued to employee groups, a further substantial gain was recorded in the amount in force. Payments to policy and certificate holders in this Branch totalled over $11½ million. During the year, more than 250,000 separate payments were made to compensate for time lost through illness or injuries, or to help cover hospital, surgical and related expenses.

•

The amount of life insurance owned by Canadians with the London Life has increased by five times since the end of World War II, in 1945, and today the number of people insured with the Company exceeds 1½ million. This rapid growth reflects public confidence in the services of this Company's well selected and well trained representatives, and in its ability to provide insurance at low cost to its policyholders.

Today, the London Life is well prepared to carry on its tradition of service to present and new clients, through its 1,700 representatives and 91 branch offices across the country.

LONDON LIFE INSURANCE COMPANY

Head Office: London, Canada

For a more detailed account of the Company's business in 1960, write to the London Life Head Office, or call one of our Branch Offices for a copy of the Annual Report

Drug Addict Centres To Cost $21 Million?

Ottawa's new concept on handling drug problem may mean confining addicts for long periods in federal centres for custody and treatment — thus taking profit out of trafficking.

First of the centres will likely be begun this year near Vancouver and up to seven, at total cost as high as $21 million, may be built.

Legislation is expected this session to make radical changes in the law.

OTTAWA (Staff) — The federal government's new approach to drug addiction may mean $21 million of new construction — for six or seven custody-and-treatment centres across the country.

Construction of the first centre will likely start later this year. It will probably be within 20 mi. of Vancouver to take advantage of the city's professional talents in treatment — doctors, psychiatrists and others.

Later, a similar institution for Ontario is expected to be built near Toronto.

If the provinces — especially B.C. and Ontario — go along with federal proposals for enforced custody and treatment of addicts on health, as well as criminal grounds, more will be needed.

There may be at least two — and possibly three — more in B.C., another in Ontario, and one in Quebec, probably near Montreal.

The government's new approach embodies a radical new concept. Under it, the drug addict could lose personal freedom forever.

Legislation currently envisaged will, **FP** is reliably informed, provide, in effect, that life sentences be meted out, not just to drug peddlers and traffickers — as first reports indicated—but to anyone thereafter found to be an addict.

A tacit exception would likely continue to be made for doctors, nurses and others in the medical profession who inadvertently get "hooked" by the drug habit.

The new program could give Canada an addict-treatment pattern for the rest of the world.

Its success could cut deeply into the highly profitable illicit international trade in drugs.

For behind this radical new approach is the hope that, by eventually bringing most — perhaps virtually all — addicts under enforced permanent supervision, the market for illicit drugs in Canada will disappear, thereby removing the profit in supplying them.

Success would also mean savings in Canada of millions now lost annually to crimes like shoplifting, theft and housebreaking on which the criminal addict relies to support the high cost of his craving.

Though nothing like an accurate figure is available on this, federal authorities say it has been estimated at from $2 million to $10 million a year.

In addition is the costly business of pursuing, capturing, convicting and imprisoning the 3,000 to 3,500 persons estimated to comprise Canada's average criminal addict population in recent years.

One authority told **FP** this could easily run to more than $10,000 per addict serving an average of two years behind bars.

The Criminal Code now provides these penalties for the most frequent drug offences:

- **Illegal** possession — a maximum of 18 months on summary conviction; up to seven years under indictment.
- **Trafficking** or peddling — up to 14 years and a whipping. No provision is made in legislation for any kind of treatment while in custody.

Before this session is over, the government is expected to ask Parliament to approve these main changes:

- **Courts** would be empowered to sentence peddlers and traffickers to **imprisonment** for life.

Under present Cabinet-set administrative regulations, this would mean they were not eligible for parole for at least 10 years.

- **Second** or subsequent offences would automatically bring an indeterminate sentence.

The National Parole Board would decide when the indeterminate sentence should end — and then it would end only in conditional release on permanent probation or parole.

For the non-trafficking, non-peddling addict, provided he behaved to the parole board's satisfaction, most of his life sentence would be served in society — under supervised liberty.

He would probably spend about two years, on average, in new custody-and-treatment institutions for addicts only, to be built and operated by the federal penitentiaries system.

As soon as the parole board felt his physical and mental condition warranted, he would be released on conditions set by the board.

The longer he stayed off drugs and out of trouble, the greater the freedom he would be allowed.

But no matter how long his record remained clean, he could still, for example, be required to get parole board permission to move.

And if he had made his new life successfully in some small serene New Brunswick town, say, and wanted to move to Vancouver (where most addicts in Canada congregate), he'd probably be forbidden.

The federal government is also offering to take over custody and treatment of addicts in provincial jails.

The Criminal Code, within which the constitution requires all federal activities in this field to operate, does not now make using a drug an offence.

The police must catch an addict with a drug illegally in his possession if they hope for a conviction in court.

This, incidentally, often leads to rough handling of addicts by police. Most often the discovered addict will try to swallow any drug in his possession.

Police, therefore, try to surprise him and lunge for his throat to prevent swallowing. They have been known, too, to kick an addict in the stomach on apprehension to make him vomit up swallowed drugs.

Since the provinces have constitutional jurisdiction over health matters, Justice Minister Fulton has invited them to pass legislation which would empower police to arrest suspected addicts for medical and psychiatric examination.

There are now medical tests which show beyond doubt, federal authorities say, when a person is using a drug.

Fulton has, therefore, proposed that the new provincial legislation provide for enforced committal of addicts thus discovered to the new federal institutions for treatment.

The provinces would have to make some contribution to the cost.

But addicts so committed would not have a criminal record as a result — though presumably they would be subject to the same lifelong judicial supervision as criminal addicts.

The program in the new institutions would have two main aspects:

- **To teach** the addict, often more intelligent than other criminals but irresponsible, escapist and lazy, some useful skill at which he can make an honest living on release.
- **To build** up, through psychological and psychiatric treatment, the strength of character or personal philosophy considered essential if the ex-addict is to survive without support of drugs once he returns to society.

Company Reports

Farm Machinery

MASSEY-FERGUSON LTD., Toronto, consolidated net profit was $13,153,944 for year to Oct. 31/60, down 37.4%.

Consolidated net sales were a record $490.4 million, up 3.1%. Sales in U.S. were down 10.9%, in France 12%. Sales gains were made in Canada (up 11.2%), Australia (23%), Germany (34.8%). Domestic and export sales from U.K. operations increased 14.7%.

Several situations, among them special pre-production expenditures in France, higher depreciation-amortization and interest charges, reduced profit (**FP**, Jan. 14).

No major changes in economic factors influencing operations in 1961 are anticipated, Chairman W. E. Phillips and President A. A. Thornbrough say. Introduction of new products and addition of Italian operations should have a favorable impact on consolidated sales and income, they add.

Capital expenditures were $16.9 million, engineering and research costs $11.7 million.

Cost of goods sold stayed the same, at 79.6% of net sales, despite difficult operations in France, reduced North American manufacturing programs and certain non-recurring costs.

Inventories were reduced $22.3 million to $171.9 million.

CONSOLIDATED INCOME ACCOUNT

Years Ended Oct. 31:	1960	1959
	$	$
Net sales	490,413,988	475,543,641
Net oper. inc.	45,684,444	45,616,271
Add: Int. inc.	4,308,643	3,651,307
Cap. gains	764,919	203,374
Net earnings	50,758,006	49,470,952
Less: Deprec.	18,761,090	12,130,775
Interest	13,638,216	8,058,514
Exchange adj.	13,014,230	1,890,694
Income taxes	7,316,768	6,145,731
Minority int.	231,028	226,825
Equip. aband.	671,190	.....
Net profit	13,153,944	21,018,393
Less: Pref. divds.	1,418,986	1,091,587
Common	4,836,077	4,654,002
Surplus for year	6,898,881	15,273,804
(Credit.		
Times All Interest Earned:		
Before deprec.	3.72	6.14
After deprec.	2.35	4.63
Earnings per Share and Dividend Record:		
Pref.: Earned	$50.66	$80.83
4½%, Paid	4.50	4.50
5½%, Paid	5.50	2.06¼
Com.: Earned	0.97	1.65
Paid	0.40	0.40
Shares o/s at Oct. 31:		
4½% Pref., $100 par	9,665	9,860
5½% Pref., $100 par	250,000	250,000
Common, n.p.v.	12,098,471	12,075,911

CONS. BALANCE SHEET—MAIN ITEMS

As at Oct. 31:	1960	1959
Cash	$3,916,216	$8,177,126
Accts. rec.	153,224,488	141,698,807
Inventories	171,924,675	194,203,390
Total curr. assets	330,333,778	345,107,543
Invests. oth. cos.	13,109,615	1,472,182
Fixed assets*	112,162,014	117,172,031
Total assets	458,033,092	465,384,553
Due bank	55,339,277	71,991,529
Total curr. liab.	154,961,588	171,111,200
Def. inc. taxes	5,135,837	.....
Long-term debt	93,649,105	96,982,813
Minority int.	3,359,945	3,359,945
Capital stock	82,954,134	82,826,994
Capital surplus	1,785,973	1,785,973
Earned surplus	116,186,510	109,287,629
*After depr. of	80,096,811	67,949,563
Working capital	175,372,190	173,996,343

Insurance

LONDON LIFE INSURANCE CO., London, Ont., wrote $647.5 million new business in 1960, 15.8% below previous year's record $769.2 million. Several extraordinarily large groups issued in 1959 were not duplicated last year.

Total insurance in force at Dec. 31/60 was $5,591 million, 7.9% higher than a year earlier.

Income totaled $147.3 million, $10.7 million more than in 1959. This comprised $101.1 million from premiums, $40.8 million from investments and $5.4 million from other sources.

Annual premiums written in the sickness and accident branch totaled $16.4 million, a gain of 18% in the year.

Although only a small amount of hospital insurance was written, company's new business volume was maintained by its share in new surgical, medical and major medical plan for employees of the public service of Canada, which amounted to almost half of new business in 1960.

Net rate of interest earned after investment expenses rose to 5.15% from 1959's 5.02%.

Invested assets exceed $777 million. Of this, $503 million is in first mortgages.

Policy payments amounted to $61.8 million in 1960, up 12.6% over year before.

Dividends to policyholders were $17.2 million ($16.3 million in 1959). In 1961, policy dividends will be on a new, higher scale; provision is made for distribution of almost $20 million in dividends this year.

THE LONDON LIFE INSURANCE COMPANY

	1960	1959
	—$000—	
Insurance in force	$5,591,288	$5,182,576
New insurance	647,501	769,177
INCOME AND EXPENSE ITEMS		
Total income	147,268	136,591
Premiums	101,053	94,544
Investment inc.	40,837	36,841
Other	5,378	5,206
Policy payments	61,752	54,850
Incr. in pol. res.	43,373	40,480
Shareholders' credit	415	385
Exps. and approp.	37,714	36,882
Added to surplus	4,014	3,994
BALANCE SHEET ITEMS		
Liabs to p'holders incl. actuarial res.	683,652	629,026
Liabs. to shareholders	1,958	1,863
Other liabs.	44,053	39,722
Total assets	789,274	725,209
Special reserves	19,500	18,500
Surplus	40,111	36,098

Financial

EASTERN TRUST CO., Halifax, net profit was $251,061 in 1960, up 39.3%.

Total assets under administration rose 15% to $254,368,382. Estates, trusts and agencies account climbed 11.3% to $209,273,249.

Deposits and guaranteed investment certificates increased 37.4% to $41,276,011.

	1960	1959
Liabs. to pub., etc.*	$41,726,377	$30,472,648
Mortgage reserve	172,000	.....
Sh'holders' equity	3,196,556	2,625,905
*Secured by:		
Mortgages	17,529,229	12,770,254
Office premises	440,000	309,000
Liquid assets‡	27,125,904	20,019,389
Total	45,095,133	33,098,643
‡Incl. stocks and bonds.		
Estates account	209,273,249	188,061,298
Net profit	251,061	180,276
Earned per share	$1.67	$1.44
Paid	1.00	1.00

Building Materials

DOMINION OILCLOTH & LINOLEUM CO., Montreal, consolidated net profit was $935,530 for year to Oct. 31/60, down 56.7%.

Sales were down 16%, largely on severe cut back in residential building as well as increased competition, both domestic and foreign, President K. B. Roberton says. Directors are hopeful for future, he adds.

Export sales of coated fabrics, although still minor, were up slightly. Linoleum product prices were increased moderately, but benefit may be offset partly by higher operating costs.

New products will be on market in near future. One is a vinyl material two yards wide, supported on a specially designed backing. Search continues for new products to add to already extensive range.

Capital expenditures were $1,447,365. They'll be high again in 1961, mainly to complete work already

CONSOL. INCOME ACCOUNT

Years Ended Oct. 31:	1960	1959
Net earnings	$2,449,456	$4,742,686
Less: Deprec.	792,986	687,309
Income taxes	706,740	1,863,957
Min. interest	12,200	28,708
Net profit	935,530	2,162,712
Less: Com. divds.	1,216,000	1,672,000
Surplus for year	*280,470	490,712
*Deficit.		
Earnings per Share and Dividend Record:		
Common	$1.23	$2.85
Paid	1.60	2.00+0.20
Shares o/s at Oct. 31:		
Common, n.p.v.	760,000	760,000

CONS. BALANCE SHEET—MAIN ITEMS

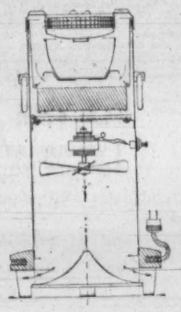
As at Oct. 31:	1960	1959
Cash	$705,383	$182,027
Inventories	5,422,169	6,350,581
Total curr. assets	9,170,302	9,810,027
Mkt. securities	5,081,050	6,373,449
Other invests.	874,995	874,995
Fixed assets*	7,311,930	6,654,069
Total assets	22,651,672	23,890,604
Total curr. liab.	1,380,399	2,563,180
Insurance reserve	1,000,000	1,000,000
Minority int.	141,351	134,351
Capital stock	6,400,000	6,400,000
Capital surplus	3,974,505	3,757,386
Earned surplus	9,755,217	10,035,687
*After depr. of	12,173,744	11,440,043
aAppr. mkt. val.	6,613,581	8,204,332
Working capital	7,789,903	7,246,847

OPPORTUNITIES

New Products Wanted

A prominent manufacturer of non-food products, enjoying national distribution through chain stores, wholesale grocers and wholesale tobacco distributors, is looking for new products to sell. Production facilities available if necessary. All replies treated confidentially.

BOX 650
THE FINANCIAL POST, TORONTO



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2 500 gal. Water Heaters
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Pigott Realties Ltd., wholly-owned subsidiary of **Pigott Construction Co.**, Hamilton, will turn a 126-acre tract of land in Etobicoke Township, Metro Toronto, into a planned industrial park.

Located immediately west of Highway No. 27 and south of Highway No. 5, the park is expected eventually to employ around 8,000 workers in a number of modern plants. Pigott bought the property from **Carlings Breweries Ltd.**, for around $1.4 million.

"This is a new departure for our company," W. P. Pigott, president, said, "but it is not a venture into land speculation.

"Rather it is a continuation of our diversification program which embraces many facets of the building industry, all centred around our original construction firm."

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Big New Dominion Tar Plan To Make Phthalic for Resins

MONTREAL (Staff) — **Dominion Tar & Chemical Co.** will spend $3.5 million to build a 22-million-lb.-a-year phthalic anhydride plant in Toronto.

The flakey, snow-white chemical is used in manufacture of polyester resins, resins for alkyd paints and as a plasticizer in numerous plastics.

Demand for this versatile coal tar derivative has been rising rapidly. Growth has been so swift that Canadian producers, Dominion Tar and **Reichhold Chemical Canada Ltd.** have not been able to meet demand.

Estimated 1960 phthalic market in Canada was about 19 million lb.

It is expected to rise to 26 million lb. a year by 1965, according to Dominion Tar estimates.

Phthalic anhydride production started in Canada during World War II when the Canadian government asked Dominion Tar to establish a plant in Toronto.

This plant, still operating, has a capacity of 13 million lb. a year.

The new plant will be located on the same premises and is scheduled for completion late this year.

As the new plant goes into operation, the old one will be phased out unless phthalic demand dictates continued operation.

In combination, the two plants could give Dominion Tar phthalic capacity of 35 million lb. a year. Part of the output will be exported, it is expected.

Because of a tariff situation, an unusual international phthalic export pattern has built up in recent years.

The chemical enters Canada duty free. In 1958 and 1959 imports totaled seven million lb. a year, mainly from Italy.

During these two years, Canada exported an almost equal amount of the chemical to the U. K. where phthalic from Commonwealth countries enters duty free. Non-Commonwealth producers, however, pay 33 1/3%.

As a result, there is a distinct possibility that shiploads of the white chemical passed each other on the Atlantic.

In fact the same vessels that brought European phthalic to Canada might have loaded Canadian-made chemical here for transport to the U. K.

Phthalic, traditionally, has been made from napthalene (once the main constituent of mothballs) which is a coal tar derivative.

Napthalene raw material for the new phthalic plant will, for the most part, be supplied from Dominion Tar's own tar distillation plants.

Because of reduction in the North American steel rate, more efficient coking in the steel making process and the decline in production of manufactured gas, napthalene has become increasingly scarce on a world-wide basis.

In the U. S. processes are being devised to make phthalic from petroleum and other intermediates.

Construction of Dominion Tar's new phthalic plant will require no new public financing, **FP** understands.

Phthalic anhydride sells for 20c lb. in Canada. Price was recently increased 1c lb.

ANNOUNCING

Important appointments in Canadian industry, Finance, Business and Government

Anglo Newfoundland Development Co. (Grand Falls, Nfld.) — Joseph Blackmore, consultant on mill matters; John Ryan, paper mill superintendent; Cyril Down and Cecil Stein, assistant paper mill superintendents.

Banque Canadienne Nationale (Montreal) — Wilfrid Gagnon, chairman; Aristide Cousineau, Hon. F. Philippe Brais and Hon. J. M. Dessureault, vice-presidents; Maurice Chartré, director.

Henry Birks and Sons (Ontario) Ltd. (Toronto)—Campbell B. Gibson, director of merchandising, Toronto stores; Barton S. Ellis, manager, Bloor Street store.

British Oxygen Canada Ltd. (Toronto)—Claude Clermont, district manager.

Brown Brothers Ltd. (Toronto) — F. H. Stokoe, merchandising manager; C. D. Kirkham, sales manager; C. V. Thompson, Ontario sales supervisor.

Leo Burnett Co. of Canada (Toronto) — W. Robert Bryce, account executive.

Burroughs Adding Machine of Canada Ltd. (Toronto) — John E. Marier, manager, Vancouver branch; John P. Bastien, manager, Windsor branch.

Camerina Petroleum Corp. (New York) — H. Dernick, general manager, Canadian operations, Calgary.

Canada & Dominion Sugar Co. (Chatham, Ont.) — John B. Morrison, branch sales manager, Toronto office, succeeding Frank Smallman, retired.

Canada Life Assurance Co. (Toronto) — J. G. Fleming and R. D. Radford, executive assistants, securities; F. W. C. Irwin, executive assistant, mortgages; D. T. H. Davenport, investment officer, British Isles division.

Canada Permanent Trust Co. (Toronto) — J. I. Maclaren and C. F. Mackenzie, directors; G. W. Kay, manager, newly opened North Toronto Branch, **Canada Permanent Mortgage Corp.** and **The Canada Permanent Trust Co.**

Canadian Aero Services Ltd. (Ottawa) — Dr. George C. Riley, representative in Far East. Dr. Riley recently joined staff of University of Hong Kong, department of Geology and Geography.

Canadian General Electric Co. (Toronto) — R. N. Fournier, vice-president.

Canadian Investment Fund Ltd. (Montreal) and **Canadian Fund Inc. (New York)** — G. Arnold Hart, director.

Canadian Pulp and Paper Association (Montreal) — Lucien G. Rolland, chairman of the executive board.

Canadian Stock Exchange (Montreal) — P. B. Reid, chairman board of management; R. C. Bulman, vice-chairman; E. J. Wright, secretary-treasurer; J. C. Forey, G. L. Hudon and J. T. Thompson, board members.

Canadian Westinghouse (Hamilton, Ont.) — John D. Campbell, president, succeeding George L. Wilcox who has been elected vice-president and assistant to the president, **Westinghouse Electric Corp. (Pittsburgh).**

Capital Concrete Products Ltd. (Iroquois, Ont.) — Hon. Gaspard Fauteux, director.

Cardy-Alpine Inn (Ste. Marguerite Station, Que.) — Crandall E. Lockhart, general manager.

Chrysler Corp. of Canada (Windsor, Ont.)—John J. Riccardo, vice-president and operations manager; Robert D. Armstrong, general manager, market representation and dealer enterprise, **Chrysler Corp. (Detroit).** Mr. Armstrong will continue to serve as vice-president and director of Chrysler of Canada.

Claude Neon General Advertising Ltd. (Montreal) — Carl D. Lockhart, national account supervisor.

Crane Ltd. (Montreal) — Peter D. Stevens, general manager, **McAvity-Cochrane Ltd. (Rexdale, Ont.).**

Dominion Electrohome Industries Ltd. (Kitchener, Ont.) — B. F. Ellis, manager, advertising department; K. D. Kerr, manager, new Western Sales division; Clayton Allgeier, director, Industrial and Public Relations division; W. G. King, operations manager, Deilcraft division.

Dominion-Scottish Investments Ltd. (Toronto) — W. A. Arbuckle, chairman, succeeding the late George D. Kirkpatrick; T. S. Johnston, director.

Dow Brewery Ltd. (Montreal) — James D. Fleming, assistant comptroller.

General Foods Ltd. (Toronto) — G. W. Erskine, manager, product development; A. W. Huge, manager, planning and construction.

General Instrument Ltd. (Waterloo, Ont.) — S. R. Mester, sales manager for semiconductor and thermoelectric products, Montreal, Ottawa and Eastern Canada; Cliff A. Pipe, semiconductor sales representative, Ontario.

Hupp Canada Ltd. (Cleveland, Ohio) — Derek Powell, general sales manager, Gibson Refrigerator Sales division.

International Telephone and Telegraph Corp. (New York) — W. J. Cheesman, general manager, Canadian operations. Mr. Cheesman will direct operations of: **ITT Electronics Service Co. of Canada, Royal Electric Co. (Quebec)** and **Standard Telephones and Cables Mfg. (Canada) Ltd.**

Kensington Industries Inc. (Montreal) — J. C. Marshall, vice-president and director.

Kraft Foods Ltd. (Montreal) — J. Peter Chaplin, industrial sales technician.

MacKinnon Structural Steel Co. (Sherbrooke, Que.) — C. O. Simpson, sales representative.

Manufacturers Life Insurance Co. (Toronto) — James W. Kerr, director.

Massey-Ferguson Ltd. (Toronto) — G. Keith Blair, acting treasurer and assistant to the vice-president finance.

W. A. McCracken Ltd. (Toronto) — Stuart L. Chapman, account executive.

McFarlane Son & Hodgson Ltd. (Montreal) — Robert E. McGurk, sales manager.

W. G. McMahon Ltd. (Winnipeg) — Daniel Sprague, director; D. H. Wheeler, secretary-treasurer and comptroller.

Millspaugh Ltd. (Sheffield, Eng.) — A. T. Sutherland, senior Canadian representative.

Montreal Real Estate Board (Montreal) — Percy Caplan, president.

Newsome and Gilbert Ltd. and **Maclachlan Printing Ltd. (Toronto)**—W. J. Palmer, director of the two firms.

North American Life & Casualty Co. (Hamilton, Ont.) — J. B. Bolton, Canadian sales vice-president.

Ogilvie Flour Mills (Montreal) — Hon. J. Arthur Mathewson, chairman; Peter M. Laing, director.

Ontario Paper Co. (Thorold)—A. J. Plosz, manager, public relations.

Price Brothers & Co. (Quebec) — J. D. Johnson, chairman for the unexpired portion of the term of the former chairman, the late Rt. Hon. C. D. Howe: William Dunlerley, treasurer and comptroller.

Rodell Corp. (Winnipeg) — D. W. Coates, assistant to the division manager, **Midwest Diamond Drilling Ltd.**; G. F. Bruce, division manager and R. A. Simmons, parts manager, **Midwest Mining Supplies Ltd.**

Roger Williams Technical & Economic Services Inc. (Don Mills, Ont.)—Nelson Cannon, vice-president in charge of Canadian and Latin American operations.

Roneo Co. of Canada (Toronto) — A. Keksis, comptroller.

Royal Bank of Canada (Montreal) — J. F. Smith and R. M. Cattell, agents, New York agency; C. Ayearst and G. H. Mercier, supervisors, commercial industrial development; B. M. Lamont, supervisor of banking arrangements; E. A. Robson, supervisor of foreign exchange departments.

Russel-Hipwell Engines Ltd. (Toronto) — D. M. Blanchard, secretary-treasurer and director; M. R. Harper, assistant general manager and director; J. F. Klassen, director.

Seiberling Rubber Co. of Canada (Toronto) — B. K. Ziemann, sales manager.

Shawinigan Water and Power Co. (Montreal) — W. R. Mackay, manager, commercial and distribution department; C. Taschereau, executive assistant, continuing to have supervision of all matters dealing with contracts, rates and rate applications.

Sheridan Equipment Ltd. (Toronto) — Rhys G. Thomson, vice-president, marketing; Hugh P. Perkins, vice-president, finance.

H. Simon & Sons (Montreal) — Alexander MacLean, president, succeeding Edward Simon who remains with the company as chairman.

Standard Life Assurance Co. (Montreal) — L. G. Hall, regional group manager, Toronto; B. H. Spurr, senior group supervisor; Peter E. G. Savage, brokerage manager; W. A. Arbuckle, director, **Standard Life Assurance Co. (Edinburgh, Scotland).**

Thompson Products Ltd. (St. Catharines, Ont.) — George E. Irvine, manager, automotive-mining division; William E. Plumer, manager, replacement division.

Union Carbide Canada Ltd. (Toronto) — H. J. Sword, assistant treasurer; R. D. Hills, manager, tax department.

Victoria Precision Works Co. (Montreal)—William Dean, sales technician covering general industry in Quebec province.

Warrendale Shirt Co. (Montreal) — Walter W. Clarke, president.

Waterloo Lutheran University and **Waterloo University College (Waterloo, Ont.)** — Senator William D. Euler, chancellor.

Western Gypsum Products Ltd. (Winnipeg) — Nigel W. Puttock, director. Mr. Puttock is also director of subsidiary companies **Wesco Paints Ltd.** and **Westroc Industries Ltd.**

York Knitting Mills (Woodstock, Ont.) — J. S. Gilchrist, manager, lingerie division.

Young & Rubicam Ltd. (Toronto) — D. Moshoian, assistant producer, radio/TV production department; Miss Bernie Rusak, production assistant to Paul Herriott; Andre Lizotte, French merchandising supervisor in Montreal; Sydney G. Greenspoon, contact department.

Hotels Group Names Officers

Newly elected president of the Ontario Hotel Association is J. Ross Fischer, owner of the **Wentworth Arms Hotel** in Hamilton.

The association he now heads boasts more than 800 members throughout the province.

Other officers for the coming year: 1st vice-president — Eber Rice (**John Scott Tavern**, St. Thomas); 2nd vice president — Angus P. MacKinnon (general manager, **Royal York Hotel**, Toronto); 3rd vice president — Lorne Schmalz (**Hartley House**, Walkerton); secretary— R. Lancaster (**Hotel Lancaster**, Oshawa); treasurer — George A. Wilson (**Winchester Hotel**, Toronto).

FISCHER

Immediate past president and chairman of the board is J. N. Yanover, owner of the **New Queen's Hotel**, Belleville. General manager of the association is C. H. Melville.

CAREERS

This is Canada's national meeting place for executives who have positions to offer, and for those who have ability to offer

POSITIONS WANTED

SALES EXECUTIVE AVAILABLE

Young (35) B.Comm. sales executive is seeking a responsible position in Montreal. Presently employed as a General Sales Manager. Thoroughly familiar with Quebec, bilingual, experienced in sales and dealer training, organization, advertising and sales promotion. For complete resume, write

BOX 729, THE FINANCIAL POST, TORONTO

RIGHT-HAND MAN

Available to manufacturers, exporters, importers. Experienced in Britain (8 years), Canada (6 years) in general business management, sales admin., stock control, buying, costing, production planning, office organization, financial control, market research. Educated university standard, world travelled, now residing in Toronto. Age 37. Full details available from:
Box 730, The Financial Post, Toronto

ASS'T COMPTROLLER

Accounting executive seeks challenging position with progressive company. Fully experienced in financial and cost accounting and management. Age 49. Prefer Toronto location. Resume supplied on request.
Box 722, The Financial Post, Toronto

TO THE PRESIDENT

I WOULD LIKE AN OPPORTUNITY TO HELP YOU INCREASE SALES

Successful sales and management record. Presently employed.

Let me send you further details of my business experience.

BOX 633, THE FINANCIAL POST, TORONTO

DIRECTOR PURCHASING & MATERIAL CONTROL AVAILABLE

Broad knowledge metals industries area. Experience—purchasing, inventory control, subcontracting, production control, etc. Available for new appointment immediately.
Box 719, The Financial Post, Toronto

SALES EXECUTIVE

with many years experience in sales and sales management, also administrative background, seeks challenge with progressive company where greater realization of potential would be mutually beneficial. Initial salary secondary, but future earnings dependent on effort and results. Will relocate.

BOX 747, THE FINANCIAL POST, TORONTO

AGRICULTURE AND BUSINESS

Marketing or Finance Positions desired by three University of Western Ontario M.B.A.'s who wish to combine interests in Business Administration and Agriculture.
Box C, School of Business Administration, University of Western Ontario, London, Ont.

PROFESSIONAL ENGINEER

Mining Engineering Graduate aged 29 seeks position where experience in cost and production forecasting, and controlling gained in large operations in Northern Ontario will be of value. This experience is not limited to mining and a position in some other field would be preferred. Location in Toronto preferred, but no objection to travel.
Box 742, The Financial Post, Toronto

MARKETING EXECUTIVE AVAILABLE

Highly developed marketing skills plus ingenuity, drive, stability, and intelligence embodied in this young, experienced executive.

Solid record of sales expansion in food and drug lines. Now seeking greater challenge. Manufacturer plus ad. agency background. University grad. Age 31. Employed in Toronto but would relocate.

BOX 727, THE FINANCIAL POST, TORONTO

EXPERIENCED EXECUTIVE

University graduate, age 31, responsible for department with 1½ million sales and staff over 200. Desires to locate in expanding company where executive and administrative ability once demonstrated would be recognized appropriately.
Box 744, The Financial Post, Toronto

SENIOR METHODS MAN

15 years experience, methods, time standards, incentive systems, cost reduction, job evaluation, merit rating, production control. Will install new or renovate present system. Guaranteed cost savings.
Box 741, The Financial Post, Toronto

PRODUCTION MANAGER

Graduate Mech. Eng., age 41, currently employed as assistant to factory superintendent in the production of control equipment for steam power plants, contemplates changing position.

Established record of accomplishment in factory management, developing production planning, methods, quality control, tool designs, time standards and cost controls.

Résumé on your expression of interest.

BOX 740, THE FINANCIAL POST, TORONTO

EXPANDING SALES TO U.K., EUROPE AND FAR EAST?

Young ambitious and responsible European man (Dutch) age 28, with extensive electronic, mechanical and chemical background seeks position as sales representative. Willing to travel extensively. Numerous business connections in countries mentioned above.

BOX 728, THE FINANCIAL POST, TORONTO

SENIOR EXECUTIVE

Wishes to relocate with progressive company offering broader prospects. Successful experience in all phases of business management, including financial, office and sales management, accounting, cost accounting, cost reduction through work simplification and budgetary control and co-ordination of financial, sales and manufacturing functions. Good general knowledge of production procedures and control. University graduate — Commerce & Finance. Résumé on request.

BOX 739, THE FINANCIAL POST, TORONTO

COMPTROLLER

C.P.A. and R.I.A. Excellent background in general and cost accounting. Experienced administrator. Prefer Toronto area. Age 47.
Box 734, The Financial Post, Toronto

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Canadian Auto Production

	Week Ending Jan. 28/61	Same Week 1960	Year To Date 1961	Year To Date 1960	% Change To Date
CARS					
General Motors:					
Buick	140	343	642	1,382	
*Chevrolet	1,592	2,171	7,199	8,838	
Oldsmobile	182	467	831	1,805	
Pontiac	1,288	1,949	5,514	7,233	
	3,202	4,930	14,186	19,258	—26
Ford:					
*Ford	1,137	1,588	4,669	5,735	
Mercury	128	105	444	562	
*Meteor	641	617	2,614	2,951	
Monarch	119	110	484	548	
	2,025	2,420	8,211	9,796	—16
Chrysler:					
Chrysler	141	86	473	464	
DeSoto	...	64	...	292	
Dodge	164	331	589	1,808	
*Plymouth	345	402	1,234	2,478	
	650	883	2,296	5,042	—54
Studebaker-Packard:					
Studebaker	128	120	384	343	+12
Total cars	6,005	8,353	25,077	34,439	—27
TRUCKS					
General Motors	592	1,104	2,195	4,057	
Ford	343	404	1,271	1,326	
Chrysler	156	186	583	740	
International	233	269	879	1,099	
Total trucks	1,324	1,963	4,928	7,222	—32
Total cars, trucks	7,329	10,316	30,005	41,661	—28

*Chevrolet includes Corvair; Ford includes Falcon; Meteor includes Frontenac 1960 model year, Comet 1961 model year; Plymouth includes Valiant.
Source: Canadian Automobile Chamber of Commerce.

CAREERS

This is Canada's national meeting place for executives who have positions to offer, and for those who have ability to offer

POSITIONS AVAILABLE

CONSUMER PACKAGED PRODUCTS . . .

GENERAL SALES MANAGER

A large dynamic international organization which manufactures and markets mass produced consumer packaged goods is about to launch well known American brands in the Canadian market. A new Canadian factory is being built and an extensive marketing program is being prepared, with great financial support. The national sales force will be expanded from thirty men to over one hundred.

A senior sales executive is required to build and direct this aggressive sales force. A comprehensive sales management background in high volume, fast moving, consumer packaged goods is essential. The emphasis is on chain store distribution.

The salary is open. There is a realistic opportunity to progress to the top marketing position in the company. Candidates should be earning at least $15,000 at present. For an interview, write or telephone Mr. H. B. Lett.

HICKLING-MACLEAN LIMITED
120 Bloor Street West, Toronto 5, Ontario
Consultants to management in the search and selection of executives and senior sales staff.

TO ASSIST SALES MANAGER

A fine opportunity is open in Montreal with a manufacturer of transparent packaging materials for an assistant to its Sales Manager who is a Director of the Company.

Work will include long and short term market forecasting for products and industries, and the successful applicant must be extremely able at report writing, minute taking, and general business management.

A university degree in Economics or Commerce would be helpful. A background in packaging is not a necessity and whilst the successful applicant will probably be about 30, an older man (above 40) with a sound business knowledge might well be engaged.

Write in the first instance, in strict confidence, stating salary required to:

THE SALES MANAGER
TCF OF CANADA LIMITED,
550 SHERBROOKE ST. W., MONTREAL, QUEBEC

OPPORTUNITY IN PACKAGING

A well established firm located in Montreal, in the paper converting field, wants to buy or merge with a company in the packaging field to insure better service and penetration of its Quebec and Ontario markets.

Canadian or American Paper converters, investors, trust companies, etc., interested in exploring this avenue should apply in writing, in the first instance, to:

WARNOCK HERSEY MANAGEMENT CONSULTANTS LTD.
Suite 608, Dominion Square Building, Montreal, Que.
Attention: Mr. A. Parent

CHIEF COST ACCOUNTANT

Outstanding opportunity for management minded cost accountant to head up Cost Accounting Department at our head offices in Connecticut coordinating cost accounting activities for all branches, domestic and foreign. The Company operates a comprehensive standard cost system and successful applicant must have a good understanding of the operation and administration of standard costs, forecast and variances.

Qualified applicants having the necessary educational background and similar previous experience who are looking for a stimulating and challenging position should forward their resumes indicating educational background, previous experience and salary requirements to:

BOX 745, THE FINANCIAL POST, TORONTO

SALES ENGINEER

required by Canadian Manufacturer of sensitive switches. This opportunity offers interesting possibilities. Applicants please send complete background particulars which will be treated as confidential.

LICON
Division of Canada Illinois Tools Ltd.
75 SCARSDALE ROAD DON MILLS, ONTARIO

Here's How Shoe Men Deal With Ailing Retail Firms

MONTREAL (Staff) — More shoe retailers probably will be in financial difficulty this year, according to Pierre Brouillet, executive vice-president of the Shoe Manufacturers' Association of Canada.

Already stiff competition is expected to increase.

"Business," Brouillet says, "will become tougher before it improves."

To assist manufacturers in maintaining adequate credit information on their clients, SMA provides trust account facilities and credit services on retailers.

In reporting to the second management seminar of the association this week, Brouillet said SMA credit reports are more than six months old.

Last year the association received 13,162 requests for credit reports compared with 12,135 in 1959.

A total of 52,534 reports were issued to members, 3,122 more than in 1959.

Brouillet said that in addition to its credit information, SMA will take control of a faltering shoe retailer's business on behalf of major member creditors.

It either disposes of the business at the most advantageous price or supervises the continuing operation.

At the beginning of 1960, 10 of these trust accounts were being operated by the association. Another 13 were taken over during the year, and eight were closed.

From these accounts, retail sales totaled $242,000 and receipts from bulk sale of store assets were $177,600. Creditors received $110,342 and purchase of new goods while operating the stores cost $176,600.

Tractor Buyers Offered Rebate

In a bid to stretch out the normally short selling season for tractors, **Ford Tractor & Equipment Sales Co. of Canada** is offering a rebate on fuel costs to buyers of diesel units.

Company will refund half the cost of fuel purchases for first 400 hours, or six months, of tractor use. This could reach as high as $75.

Offer is good on tractors bought between Feb. 1 and Mar. 31 this year, except in Alberta where such plans are prohibited by provincial law.

Diesels accounted for 78% of company's tractor sales in 1960.

CAREERS

This is Canada's national meeting place for executives who have positions to offer, and for those who have ability to offer

POSITIONS AVAILABLE

MARKETING MANAGER

Two positions exist with progressive Canadian Companies offering unusual potential growth in income and job responsibility.

For salesmen with mature personalities, proven sales ability and a flair for promotional selling, these openings provide opportunities to step up into marketing executive functions.

Age: 25-40 **Salary: $8-11,000**

Applications held in confidence. Time will be saved by giving full personal and experience details, including present salary.

Leetham, Simpson Limited
Management Consultants
EXECUTIVE PLACEMENT DIVISION
2100 Drummond St., Montreal VI 9-6338

DIRECTOR OF PERSONNEL

Salary Range — $10,000 - $12,000

A well established company, supplying a professional service on a national basis, requires a Director of Personnel. Primary emphasis will be on recruitment, employee development and implementation of professional personnel policies and programs.

A university degree, teaching experience, preferably at the University level, and experience in personnel administration are essential.

Some travel involved.

Age preference 35-40.

This newly created position offers a unique challenge to the successful candidate.

Reply in confidence to:

URWICK, CURRIE
LIMITED
MANAGEMENT CONSULTANTS
100 University Avenue, Toronto 1, Ontario

MANAGER OF ACCOUNTING

A progressive, strongly-financed, wholly Canadian company engaged in a large scale diversification of its manufacturing and distribution operations in Canada and the U.S., has an attractive opening at its Montreal Head Office for a Chartered Accountant with administrative experience and a sound working knowledge of, and experience in dealing with, tax matters.

The Manager of Accounting will be responsible for direct supervision of the Head Office accounting staff and functional jurisdiction over all accounting activities in the Company's divisions and subsidiaries and he will report directly to the Comptroller. The starting salary is open and the potential is excellent.

Strict confidence will be preserved. Applications, with full particulars of educational background and business experience, should be addressed in envelopes marked "Re Manager of Accounting" to:

PRICE WATERHOUSE & CO.,
400 Canada Cement Building,
Phillips Square,
Montreal 2.

SECRETARY-TREASURER

Required by an outstandingly successful manufacturing company in the building products industry.

The responsibilities will include supervision and direction of accounting procedures, budgeting, financial planning, corporate secretarial functions, cost and budgetary control and all normal administration functions pertinent to this position.

Qualifications: It is desired that there be technical qualifications such as M.B.A., B.Comm., C.A., R.I.A., etc. It is essential that he be an experienced and well trained executive of exceptional ability and capable of growth to broad management responsibilities. It is expected that he will be currently earning a minimum of $12,000 per year.

Enquiries invited in confidence

JOHN HOLT STETHEM AND COMPANY LTD.
Executive Personnel Consultants
1454 Mountain Street, Montreal — AV. 8-5274

J. K. THOMAS LTD.

OUTSTANDING OPPORTUNITY

for

Young Men

with

University, Professional Standing or Equivalent

Here is a unique opportunity for several young men whose ambitions and capabilities are above average. Our client requires high calibre candidates with strong potential to train in an exciting and rapidly developing new field.

The men chosen will identify with a large nationally known and expanding company. The training course given is intensive over a 2 year period and combines academic and practical training with the curriculum planned to bring graduates to a definite level of proficiency. Starting salaries to $6,000 per year, with additional income potential after eight months. Successful graduates will be in the $9,000 to $12,000 range within 2 to 3 years of beginning training.

To qualify for this excellent and unsual opportunity, applicants should have a university degree, professional standing or the equivalent in training and experience. They must have above average ability with the desire and drive for fast development to the executive earnings range. Age 23 to 32.

To apply, write brief details of your background asking for an application form, or phone our Mr. R. S. Dulhanty at WA 3-9805, referring to fiile FPE 2434. Interviews at an early date.

Mail resumes in confidence. *Fees paid by our employer-clients.*

J.K.Thomas LTD.
CONSULTANTS TO MANAGEMENT
industrial psychology *executive placement* 1251 Yonge St. Toronto 7, Ont.

Required — PROCESS ENGINEER

Our client firm, a large electronic component manufacturer, requires a graduate Engineer to work with the quality control unit, to reduce loss and to do developmental work on new and improved equipment. Candidate should have knowledge of picture tubes, rectifiers, etc.

Salary $500—$600 month.

Reply in confidence, and refer to file No. 412.

EXECUTIVE LOCATING COMPANY
MANAGEMENT CONSULTANTS
P.O. Box 152 — Postal Station K — Toronto 12

FINANCIAL ANALYST

is required by Chemcell Limited. This Company is responsible for the financial management of Celanese Corporation of America's interests outside of the United States. These interests are mainly in Canada and in Latin America.

The job is to aid in appraising past and projected results of existing investments and to evaluate opportunities for new investments. A thorough knowledge is needed of budgets and forecasts, analytical techniques and management accounting; a flair for writing interpretative reports from operating data and financial statements is important.

A sound knowledge of accounting and economics or business administration is essential. Age under 35.

A willingness in the future to be considered for temporary or permanent assignments outside Canada would be an advantage.

If you have had several years' experience in this or a related field and meet the above qualifications, please reply in writing to:

Chemcell Limited
CHEMCELL LIMITED
1600, DORCHESTER STREET WEST, MONTREAL, P.Q.

PARTNERSHIP OPPORTUNITY

available in Ontario for C.A. interested in establishing his own practice.

BOX 733
THE FINANCIAL POST, TORONTO

JOB HUNTING?

Résumés prepared correctly in our office at reasonable rates. Send self-addressed stamped envelope for free outline and information.

LINDA GRAY LETTER SERVICE
67 Yonge St., Suite 912, Toronto

SYSTEMS ANALYST

Opening

With a particularly strong Canadian company with diversified manufacturing facilities across Canada.

The man we are seeking will join a small but effective team working closely with all levels of management on a wide range of important operating projects.

A recognized accounting degree is necessary and the ideal experience pattern would include several years effective general systems work in manufacturing. In addition to flexibility, this man should possess marked abilities to analyse, synthetize and communicate.

Age, 28-35.

Salary fully commensurate.

Enquiries invited in confidence

JOHN HOLT STETHEM AND COMPANY LTD.
Executive Personnel Consultants
1454 Mountain Street, Montreal — AV. 8-5274

NORTHERN REGIONAL PLANNING OFFICER

required by
Department of Northern Affairs and National Resources
OTTAWA

$6,000 - $6,660

To conduct studies in connection with industrial, commercial and Government development in areas of the Northwest Territories and to prepare analyses of transportation and commercial facilities and needs in specific northern areas for use by government and industry.

Candidates for this position must possess a number of years of related experience and the ability to plan and conduct studies and analyze and interpret economic and related data and information.

Details and application forms available at main Post Offices, National Employment Service Offices and Civil Service Commission Offices.

Please quote competition number 61-476.

GENERAL MANAGER

A manufacturing concern in the plastics field located in the Montreal area requires an experienced administrator to take complete charge of all operations including sales, production and accounting.

Ideally the successful applicant will have a broad background of general management experience with possible emphasis on sales management. Some technical or engineering aptitude would be highly desirable. The man we are looking for must be aggressive and capable of meeting the challenges of a highly competitive and expanding industry.

Please submit a complete resume in confidence, including desired salary range, to

Box 736, The Financial Post, Toronto

GENERAL MANAGER

One of our clients has asked us to assist them in filling a particularly attractive opening. This medium sized, well established retail Company operates a chain of department stores in several different locations in Ontario.

The man selected will report to the President and Directors and will be responsible for the successful operation of all stores. He will formulate and implement approved operating policies, practices and performance criteria, and he will be responsible for all buying, merchandising and sales promotion activities.

The successful applicant will be in the 35-55 age range and probably will have a university degree. He must have extensive retail chain experience in merchandising and general sales management, preferably in the soft goods field, and have a sound understanding of up-to-date business techniques and controls.

Remuneration is open and will consist of a substantial base salary plus a bonus on results achieved.

Replies, which will be treated in strictest confidence, should state age, education, detailed experience and present salary, and should be addressed to:

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15 Wellington Street West, Toronto 1, Ontario
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Please reply in confidence, giving full details of qualifications.

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Here is an opportunity for an astute and experienced person to take over the entire personnel management function within a short period of time. The position will include responsibility for job evaluation, benefit and medical plans, and candidates should have experience in these areas with a strong emphasis on wage and salary administration.

Our client is a well established manufacturer of electrical apparatus and employs about 150 people. Location: Southern Ont.

Refer to file #65. Your enquiry will be kept in confidence and answered. Placement fees are paid by our client.

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If you are interested in working in England on a wide variety of new projects and would like further information on these opportunities, please send particulars of your qualifications and experience to The Managing Director, Dowty Technical Developments Ltd. c/o Dowty Equipment of Canada Ltd., Ajax, Ontario. Interviews will be arranged in Canada.

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Write to Box 723, The Financial Post, Toronto

CITY MANAGER

The City of Edmundston, N.B. (Population 12,000) requires a City Manager — Bilingual. Please reply stating qualifications, experience, age, marital status, salary expected and other pertinent information. All replies will be held in confidence and should be addressed in writing to:

LOUIS R. HEBERT
CITY CLERK, EDMUNDSTON, N.B.

EXECUTIVE SECRETARY

Toronto professional society requires an Executive Secretary with administrative experience and organizational ability, capable of initiating and directing a development programme. Some prior experience with the medical profession or health groups an advantage.

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Salary To Be Negotiated

The Job . . .

This is a newly created position in one of Western Canada's largest organizations. The successful candidate will report directly to top management and will be responsible for all personnel programs, such as recruiting and training, wage and salary administration and labor relations.

The Man . . .

Personable, energetic and preferably 30 to 45 years of age. He has considerable experience in personnel work, preferably in a senior capacity within a large organization. Desirable that he have a University degree; post-graduate training a definite asset.

(Employees of Company have been notified of this advertisement)

Please reply in complete confidence to:

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Canadian Institute of Science and Technology Ltd.
263 Adelaide St. West,
Toronto, Ont.
Telephone EM. 4-5218

Yachtsman, Inventor, Salesman

By BEATRICE RIDDELL

A 44-year-old former Canadian boat racing champion is using his experience of small boats to make him one of the world's top designers of controls for pleasure craft.

And as impressve as his inventiveness is his salesmanship.

In the 20 months since his designs went into production he has been selling all over Canada, in the U. S., the U. K., continental Europe and the Middle East.

He has screened applications for distributorship in every continent.

Charles Whitney Buddo, president of **Lake Controls Ltd.**, of Toronto, is inventor of the Whitney Automatic (single lever throttle and gear shift control) and the Whitney Powermatic (the same as the Automatic plus power steering with a "velvet clutch" to eliminate engine torque in the steering).

To make its debut at the Canadian Boat Show in Toronto this week is the latest Buddo design — a torsion bar suspension front seat that gives a smooth ride even when the boat rolls and pitches. (It saves wear and tear on the hull as well as on the passengers, according to Buddo.)

The sales record is impressive, especially in the pleasure boating industry that has had troubles both in domestic and foreign markets (**FP**, Oct. 1/60 and Jan. 14/61).

Production of the automatic started in Toronto in June/59. The following October, an assembly plant was opened in Buffalo.

Sales for the 12 months, Sept./59 to Sept./60 were 8,000 units (1,500 in Canada) for a value of $320,000.

Last summer, Buddo appointed distributors in the U. K., Sweden and Belgium.

In the fall, another was appointed in Beirut, for the Middle East.

But this is only the beginning. Buddo has had inquiries, and requests for distributor appointments, from South Africa, Australia, New Zealand and countries in Asia and South America.

At the recent Ottawa meetings with foreign trade commissioners, Buddo had 40 appointments.

"Those meetings were invaluable," he told **FP**. "In many cases we were able to get references for people who have asked to be our distributors as well as to assess market possibilities in the various countries.

And just back from the important International Boat Show in London (**FP**, Jan. 14) Buddo told **FP** that in the first five days he sold $10,000 worth of products to the U. K. customers alone.

Sales target for the current year (to Sept./61) is 50,000 units in nearly 50 countries.

Most important factor in this success story is the quality of Buddo's products. Not all are entirely new, although Buddo claims the Powermatic is unique.

But all are "firsts" in Canada and include refinements and improvements over similar units produced abroad. They have won the wholehearted approval of the boating industry in Canada and the U. S.

Last summer, one dealer in Carthage, N.Y., sold 68 of the controls.

Designed according to standard Outboard Boating Club of America specifications, Whitney controls may be used with leading North American and some European makes of outboard motors.

They can also be adapted to other outboards and inboard motors with hydraulic clutches.

The Automatic retails for $39.95, the Powermatic for $99.50.

Whitney controls are smaller, have fewer moving parts and are usually easier to install than other models.

They are made of Zytel nylon resin produced by **Du Pont of Canada** and molded by **Midland Plastics** of Midland, Ont.

For distribution in Canada, parts are assembled in Toronto. Last month the company moved its assembly operation to a brand new plant in the Rexdale area of the city.

The new seat (called Flying Cloud) is easier to install than U. S. models, can be adjusted like the front seat of a car, and will tip up or fold out of the way, it is claimed.

Inventor Buddo got his technical training in his racing days. "When you race boats, you practically build them yourself," he said.

But however good the product, "you've got to get out and sell," he says. "You can't just wait for people to come and buy."

Here Buddo's salesmanship has paid off.

As the man who helped set up sales program for **O'Keefe's** U. S. subsidiary and later became the company's Canadian sales manager, Buddo has not been shy about promoting his own products.

In breaking into the U. S. markets, he used well-directed publicity to get himself invited to address important groups of boat and motor manufacturers on controls.

The result: a rush of dealer applications.

In the past two years he has made 10 overseas sales trips, each one producing more applications.

"I had to find foreign markets," Buddo told **FP**. "The demand is just not great enough in Canada at the present time."

He now has 5,000 dealers in the U. S., compared with 1,000 in Canada and estimated present maximum sales volume in Canada is about 5,000 units a year.

This is also why Buddo had to look to the U. S. for help in initial financing of his business. But he was determined to keep it primarily a Canadian operation with all manufacture of parts in Canada.

For primary financing—more than $250,000 — he got about one third in the U. S., the rest in Canada. The company is a five-man partnership, with Buddo the principal shareholder.

Here is some advice from Buddo on how to sell abroad:

- **Make sure** the products are protected by patents in each country. Canadian and U. S. patents hold up well around the world, but you have to apply in each major market area.
- **A good name** for the product at home soon spreads abroad. An example: Buddo had a request from a leading marine dealer in Australia for a dealership there. The man's son lives in Toronto and had written to his father about Whitney controls.
- **Guarantee** your product unconditionally. Replace faulty products any time and in any place.
- **Keep prices** realistic for your market. Don't try to make a killing abroad. You will have difficulty competing in many low-labor cost areas if there is a great deal of labor involved in manufacture.
- **You will have** problems if the product is bulky or heavy. Better then, to assemble abroad. (Shipping charges on Buddo products seldom exceed $1. For a little more, they can even be sent by air express).
- **Above all**, get out and sell. And be prepared to travel all over the world.

BUDDO and Buddo-designed control.

Toronto Metro 'Growth Area of Continent'

Construction bill for Metro Toronto (pop. 1.5 million) in 1961 will reach $1,000 million, A. G. Sanagan, retiring president, Toronto Real Estate Board, believes.

Figure is 40% of provincial total, almost 15% of national total of $7,000 million-plus.

"Our position as the fastest-growing metro area on the North American continent will be further consolidated," Sanagan says.

Per capita expenditures on building and engineering projects are higher in Metro than in any other North American city, Sanagan said.

To keep pace with construction demand in Metro next year, he said, construction industry will have to provide:

- One million square feet of office space, half of it in the city.
- Some 250,000 sq. ft. of regional shopping facilities and 750,000 sq. ft. of local and shopping space.
- About 400 acres of new industrial development.
- Another 7,000 apartment suites and 10,000 other housing units.
- Conversion of 1,000 homes for multiple occupancy, and demolition of about 2,000 units.
- A low-rent housing program of 1,000 family units and 1,000 units for elderly persons.
- Around $100 million for basic public services.

New Standards For NHA Housing Coming in Mid/61

New housing standards are coming for building under NHA financing.

New minimum building standards will be incorporated in Part Nine (Housing) of the National Building Code (1960) with a revised version of the existing "housing standards."

The new standards probably will be available by mid/61.

At least three months notice will be given to the industry and lending institutions when standards are prescribed by **Central Mortgage & Housing Corp.** for NHA use.

The change has been announced jointly by CMHC and the National Research Council through its associate Committee on the National Building Code.

Three years ago CMHC adopted, as an interim measure, the "housing standards" issued by NRC's division of building research.

New Division For Electrohome

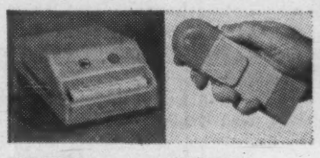
Dominion Electrohome Industries Ltd., has established a new division to serve expanding markets in the home heating, air moving and lighting fields.

Donald F. MacRae has been named manager of the new appliance, lighting and heating division. Before joining the firm a year ago as manager of the appliance development department of the consumer electronics division, MacRae served for 13 years as director of industrial research services for the Ontario Research Foundation.

He will be responsible now for development, sales and promotion of the Electrohome line of fans, humidifiers, heaters, dehumidifiers, air conditioners and related products.

An electronic and consumer products department has been formed, headed by Eugene G. Dahmer, which will sell portable phonographs, home radios, intercommunication equipment, car radios and related electronic products exclusively.

You are looking at a revolutionary new wireless staff location system — Multitone Personal Call. Here is an entirely new method of cutting costs through instantaneous, direct, private, fool-proof staff location. Push a button and you can locate and pass a message directly to executives, maintenance personnel, plant guards, engineers and supervisors wherever they may be. Transistorized pocket receivers are only 5 ounces light. A simple wire loop antenna surrounds any area you wish to cover. It is less costly to buy or lease than any other comparable electronic paging system. Mail the coupon today for details.



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130 Merton St., Toronto 7, Ont.
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newsworthy

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This vital atmosphere, this constant reflection of things current, has firmly established the newspaper as the favourite medium of Canadians.

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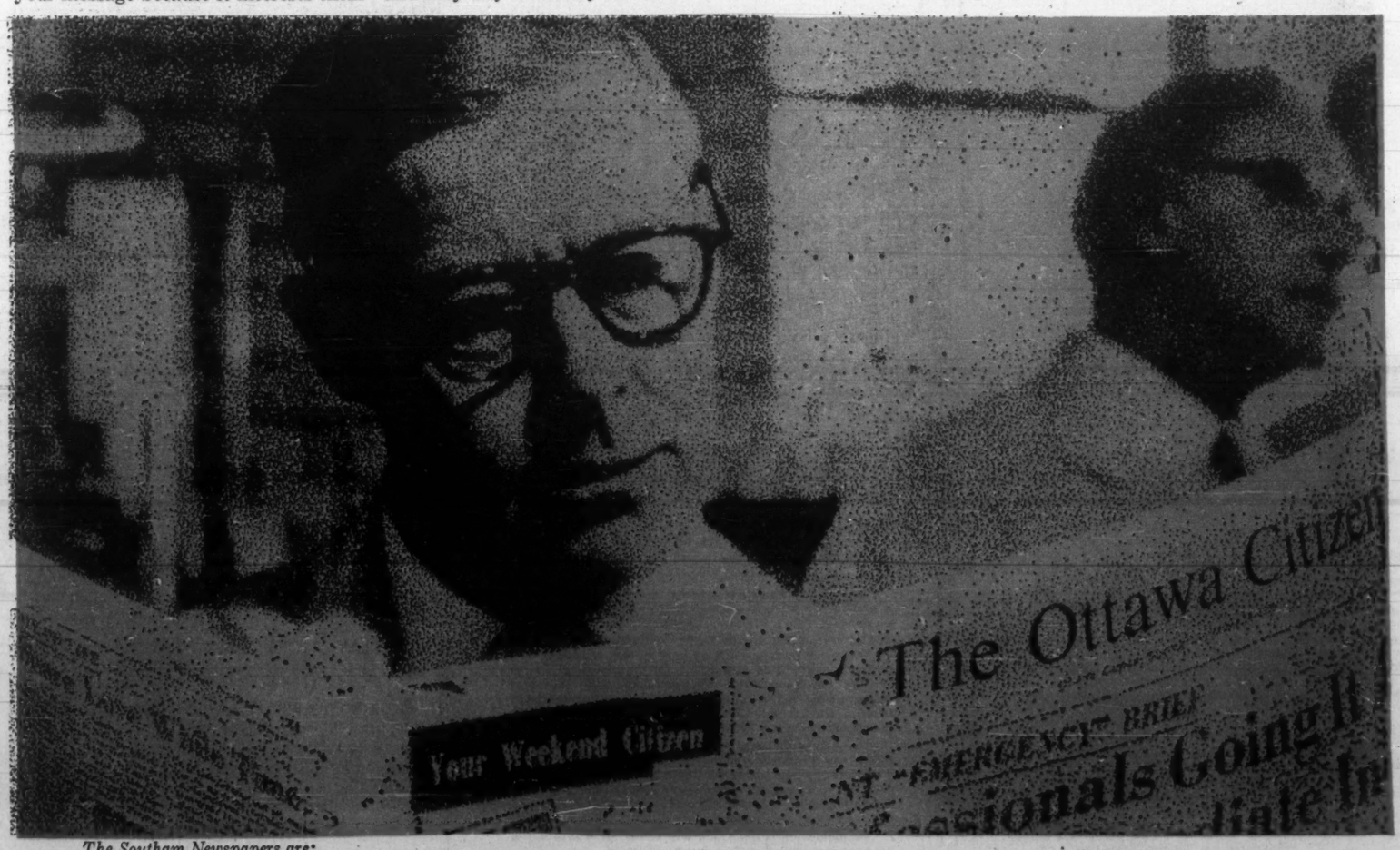
A SOUTHAM NEWSPAPER



The Southam Newspapers are:

THE OTTAWA CITIZEN
THE HAMILTON SPECTATOR
THE WINNIPEG TRIBUNE
THE CALGARY HERALD
THE NORTH BAY NUGGET
THE EDMONTON JOURNAL
THE MEDICINE HAT NEWS
THE VANCOUVER PROVINCE
(Published for Pacific Press Ltd.)

TORONTO—THE SOUTHAM NEWSPAPERS, 88 UNIVERSITY AVENUE, K. L. BOWER, MANAGER

MONTREAL—THE SOUTHAM NEWSPAPERS, 1070 BLEURY STREET, J. C. McCAGUE, MANAGER

FP reports on OTTAWA

What the federal government is doing to you and for you . . .

SHEEP BREEDERS get 23c a lb. in deficiency payment for the 1960 wool clip, up from 21c in 1959, the Agriculture Department announces. Purpose is to make up the difference between stabilization price of 60c a lb. and average Toronto price. Wool production last year was slightly higher than 1959's 6.3 million lb., the department estimates.

* * *

A NEW GRAIN elevator in Montreal due in operation by the fall of 1962 will have capacity of 5.5 million bu., bringing total capacity in Montreal to 22.3 million bu.

This is part of the National Harbours Board expansion program at Montreal.

Of special interest to Great Lakes grain carriers will be its three marine towers capable of unloading vessels at a maximum rate of 36,000 bu. an hour each.

* * *

ONE REASON why 1961-62 federal estimates anticipate nearly $11 million to be spent during that fiscal year as a start on a shipbuilding program to cost $44.3 million before completed.

Dominion Marine Association companies provide work afloat and ashore for some 11,000 to 12,000 Canadians.

Main new items in the federal shipbuilding program envisaged in 1961/62 spending estimates, with amounts to be spent in new fiscal year in brackets:

Triple-screw DOT icebreaker $14 million ($1.3 million), two weather ships for Pacific coast $16 million ($2.8 million), vessel for cable repair and icebreaking work $7.5 million ($2.1 million), eight marine service cutters (four for Great Lakes, two each for Pacific and Atlantic coasts) $4.2 million ($2.8 million), depot ship for northern transportation $1.8 million ($1.4 million).

* * *

FEDERAL LOANS to farmers have soared since the Canadian Farm Loan Board in Oct. /59 was renamed the Farm Credit Corp., transferred to Agriculture from Finance Department and empowered to increase maximum loans from $15,000 to $20,000 unsupervised and $27,500 if farmer-borrower agrees to submit operations to FCC supervision.

For current fiscal year FCC loans are expected to total about $60 million, rising to $75 million next fiscal year. This compares with $30.1 million in 1958-59, last full fiscal year under the CFLB.

Most important operational change, FCC officials say, is emphasis on farmer-borrower's future prospects rather than present material security for loan. FCC loans aim at establishing economic farm units and toward this end are sometimes bigger than farmer originally asks.

Says FCC chairman T. J. Rutherford: "We're only lending to people we think can benefit from credit — we're not simply bailing out failures any more."

* * *

THREE CONSERVATION dams, each expected to cost something under $50,000, are being built on the Prairies by Agriculture Department:

- On the Whitemud River near Westbourne, Man., to replace an existing but inadequate and irreparable CPR-built structure creating a pond essential for 500 head of stock, 15 homes and a school;
- On a tributary of Long Creek to provide 325 acre-ft. of storage for 50 farm families plus stock at Oungre, near Estevan, Sask.; and
- On Antler Creek, near Carnduff, Sask., to provide 600 acre-ft. in one of the province's driest areas.

Tenders are invited in the area and lowest bidder wins —provided his price is better than what it would cost the department's Prairie Farm Rehabilitation Administration to do the job.

* * *

A DOZEN CARGOES of Canadian feed barley, about 120,000 tons altogether, should be on the high seas from Pacific coast ports shortly, bound for Communist China by way of Hong Kong. Canadian Wheat Board made the sale last week to representatives of the **China Resources Co.**, Hong Kong.

* * *

RECOMMENDATION of the best Canadian site for the 1968 Winter Olympics — if Canada manages to get them —should be in the hands of the Canadian Olympic Association by the end of March or early April, Welfare Minister Monteith informs the Commons.

A $10,000 federal grant for the site survey went to hire **Foundation of Canada Engineering Corp.**, Montreal, for the job. It's examining five possibilities: Alberta's Banff-Lake Louise area, Garibaldi Park, Manning Park, Rossland and Fernie areas in British Columbia.

* * *

ESTIMATES for 1961-62 provide $15.5 million for the new Forestry Department, a substantial increase from the $10.9 million provided in the current fiscal year for the forestry branches of Northern Affairs and Agriculture departments. Biggest staff increase is on the administrative side, to 160 from 78 at an additional $500,000 in cost.

The three scientific branches' staff goes up from 1,191 to 1,222 with a budget gain of $660,000.

BBB Names Aikenhead President

James M. Aikenhead has been elected president of the Toronto Better Business Bureau.

AIKENHEAD

He is vice-president and secretary-treasurer of **AikenheadHardware Ltd.** The new president succeeds Frank W. Young of **Canada Foils Ltd.** Other officers are Stuart P. Jones, vice-president, L. D. Dawes, secretary, and Albert Bear, treasurer.

The bureau supported by 2,600 business firms, services a large part of Ontario outside of Toronto, all that part except the Lakehead and west which is served by the Winnipeg bureau, and eastern Ontario served by the Ottawa BBB.

The Toronto bureau processed 87,000 inquiries and complaints last year but only 10% were complaints, General Manager S. C. Bowen says. The bureau estimates it may have saved $2 million to the public because of its activities.

Brazil Relaxes Capital Goods Import Rules

Brazil is now prepared to permit equipment imports — representing foreign capital investment — without exchange cover or import surcharges.

The ruling excludes equipment for an industry "considered non-essential to the national economy," the Brazilian Government Trade Bureau in Montreal says.

Machinery and equipment must normally be to equip an industrial plant.

In exceptional cases, such imports may be permitted to expand or modernize an existing plant.

From Jan. /55 to mid /60, foreign investments in Brazil without exchange cover came to $418.9 million, with U. S. accounting for about 45% of the total.

Breakdown by countries was:

	($'000 U.S.)
U. S.	188,682
West Germany	82,465
Switzerland	31,302
France	19,809
U. K.	17,583
Japan	16,559
Canada	13,172
Italy	10,494
Holland	9,108
Belgium	7,177
Sweden	2,775
Others	19,338

Mergers, Takeover Bids Sustain U.K. Industrials

Special Correspondence

LONDON—Weight of money seeking investment has continued to sustain industrial share prices. Main activity has been in connection with mergers and takeover bids.

Long-dated bonds have lost further ground, despite a decline in the U.K. Treasury bill rate. A new government loan is expected soon.

The Financial Times equity index has fluctuated between 310 and 320, compared with 1960-61 extremes of 293.4 and 342.9.

Gold and rubber shares have drifted lower, but there has been a further hardening of oils.

London interest in Canadian oil and pipeline issues appears to have subsided again.

Steels turned easier on a warning by the chairman of **United Steel** on profit outlook. He told annual meeting that turnover was being maintained, but profits were likely to be lower this year because of increased costs. The dividend rate, however, was not threatened.

Here are recent Canadian prices on leading securities:

(Supplied by Wisener, Mackellar & Co., Toronto)

	Recent Bid	Recent Ask	Jan. 23 Bid	Jan. 3 Bid
	$	$	$	$
Industrials:				
Bowater Paper	7⅞	7½	7⅝	7⅜
C.P.R. 4% n.c. pref.	1.60	1.65	1.63	1.68
Courtaulds	5¾	6¼	6⅛	5⅞
Daily Mirror "A"	1½	1¾	1⅝	1⅜
Hawker Siddeley	3⅞	4¼	3⅞	3⅞
Hudson's Bay Co.	22½	23	22½	20
Imperial Chemical	9.90	10⅛	9.80	9.00
Motors:				
British Motor	2⅛	2⅜	2⅛	2
Ford Motor	20	...	19¾	19¾
Jaguar	9½	10	9½	9⅜
Oils:				
British Petroleum	7	7½	6¾	6¾
Shell Trans. & Trading	19⅜	19⅞	19	17¾
Royal Dutch	36⅞	37⅜	36¼	32¾
Steels:				
Calvilles	9¾	10½	10	9½
Dorman Long	5⅛	5⅜	5⅜	5¾
Steel Co. of Wales	5½	6	5⅝	5½
Stewarts & Lloyds	7	7½	7⅜	6⅞
John Summers	7½	8	8	7⅝
United Steel	8	8½	8⅝	7⅞
South African:				
Free State Geduld	13⅞	16⅜	16½	15½
Blyvoors	3.90	4.20	4.10	4.10
President Brand	8¼	8¾	8½	8⅛
Gov't. Bonds:			$ per £100	
Convers. 3/71	248	251	249	250
Transport 3/78/88	163	166	165	165
Victory 4/76	256	259	260	261
War 3½ Perpetual	158	161	160	164

More Chefs Will Train Here, Good News for the Gourmets

Escoffier, move over.

Tour d'Argent, prepare to split your blue ribbon.

A new era may be dawning for the gourmet in Ontario.

For the first time, a course in cooking is to be offered by the apprenticeship branch of the Ontario Department of Labor.

No longer will would-be chefs have to leave Ontario for formal training.

No longer will the stay-at-homes have to learn to prepare coq au vin by trial and error.

Plan is to launch a three-year apprenticeship program.

Each year, the apprentice will spend 10 months at work in a restaurant, two months in a school at the Provincial Institute of Trades, Toronto.

Experienced Ontario cooks may also attend the school, to take refresher courses and pass the apprentice's final examination.

The Ontario program is patterned after a similar training course for apprentices given by the Alberta government.

Quebec authorities also offer a chefs school.

The training program should help to alleviate a critical shortage of qualified cooks in the good, middle-class restaurants that make up 80% of the industry, according to Roy Huddart, director of member relations for Canadian Restaurant Association.

The shortage is not acute among the three-star specialty restaurants, nor at the level of the short-order lunch counter.

Staff for the school has not yet been chosen, nor detailed curriculum laid down.

But there probably will be two full-time instructors, supplemented by part-time specialists in such areas as butchery and baking.

Training will also delve into accounting, since this is a tool in control of food costs.

The classroom sessions will be held continuously throughout the year, except in summer. Initially, each new class will be limited to about 20 apprentices.

"The end result of the formal training system will be a certain consistency," Huddart says.

"The restaurant industry will have a better supply of people who are qualified not only to cook, but also to present dishes attractively and in a sanitary way."

NEW BANK BRANCH

A branch of the **Bank of Montreal** has been opened at 1185 Nairn Ave., at Bird's Hill Rd., Winnipeg. S. E. Windsor is manager.

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can provide you with authoritative information and advice concerning

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A consultation may prove invaluable in protecting your personal and business interests and will place you under no obligation

BUSINESS VALUATIONS—GEO. OVENS, C.P.A.

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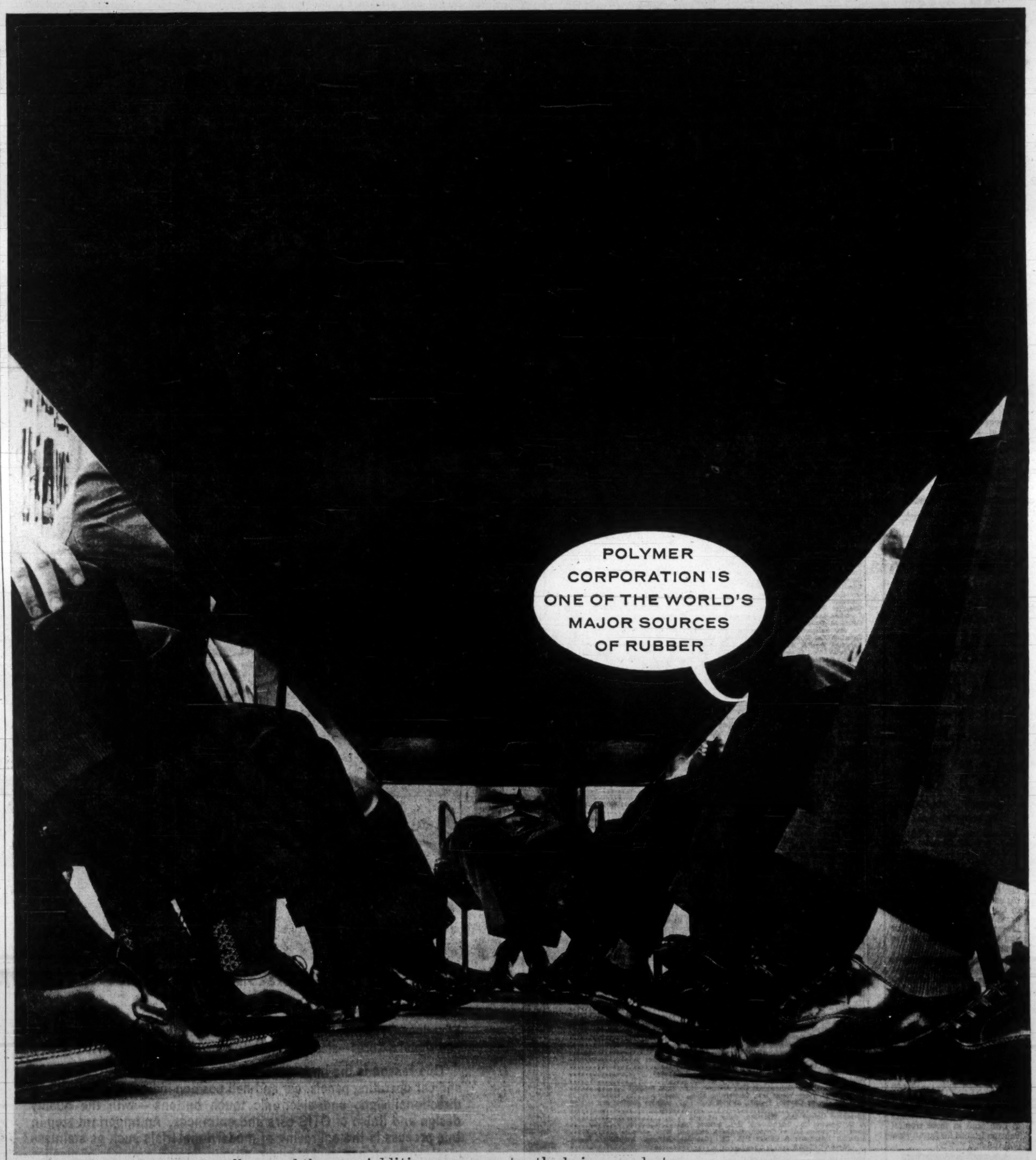

INDUSTRY AFTER INDUSTRY, all around the world, has found that new Polysar* rubbers, produced by the Polymer Corporation Limited, have helped to solve a wide variety of raw material problems. The result has been a steady growth in production, leading to the present pre-eminence of Polymer among world rubber suppliers.

Additions are constantly being made to these versatile elastomers. One of them could supply you with the answer to your raw material problems. A letter to the Marketing Division, Polymer Corporation, Sarnia, Canada, will put you in touch with a Polymer representative in one of forty-three countries.

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ANNOUNCEMENT

APPOINTMENT HUPP CANADA LTD.

DEREK POWELL

Mr. Edouard Roy, President of Hupp Canada Limited, announces the appointment of Mr. Derek Powell as General Sales Manager, Gibson Refrigerator Sales Division of the company. Mr. Powell very successfully operated the Ontario Consumers Products Division of The Canadian Fairbanks-Morse Co. Ltd., and previously held the same position for Fairbanks-Morse throughout the Prairie Provinces.

LOOKING FOR AN ISLAND?

Discover

BAHAMA ACRES

In the Beautiful Bahama Islands

½ ACRE TRACTS

ALL TRACTS SAME PRICE

$395 $10

FULL PRICE DOWN/PER MO.

No Interest No Taxes

Fortunes are being made by people who bought undeveloped land only a few short years ago in Florida, Jamaica and the Bahamas. Most economists and experienced investors agree that one of the best ways to make big profits is to buy good land in the path of progress *before development*, when prices are lowest and when every dollar you invest is equal to ten or twenty later!

You still have an opportunity to buy similar land in Bahama Acres on a sun-swept island set like a jewel in a tropical turquoise sea—across from Southern Florida—and directly in the path of progress and profits.

Rich in natural island beauty—the Bahamas have enjoyed 231 years of liberal and democratic government and impose *no* income taxes, *no* real estate taxes on unimproved land and *no* inheritance taxes. Over the past 10 years there has been a phenomenal increase—tourism alone is up 600%. Here is your *chance* to own land in these tropical Bahama Islands for future vacation fun and profits.

FREE BROCHURE

Explains fully how you can enjoy future fun and exciting profits through land ownership in Bahama Acres

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THE INVESTMENT FUNDS

Commonwealth Says Stocks Better Value Since Budget

MONTREAL (Staff) — Total net assets of **Commonwealth International Corp.** increased 10.8% to $44,419,844 at Dec. 31/60 ($40,076,782 at Sept. 30).

Net asset value per share was up 4.3% to $7.95 ($7.62).

Quarter's net sales were 295,410 shares increasing number outstanding to 5,502,330.

President R. C. Vaughan says recent supplementary budget has reduced premium on Canadian dollar, making value of Canadian stocks appear more attractive than a year ago. Fund's buying reserve is being "utilized for additional equity investments."

Fund made a new commitment in common stock of **Supertest Petroleum Corp.** Two U. S. stocks were eliminated.

Here are the quarter's changes:

	Amt. held Dec. 31/60 $	Chge. since Sept. 30/60 $
Bonds:		
Canada 5½%/62	625,000	+525,000
Do. 5½%/63	nil	—525,000
Ontario 4¾%/61	200,000	+200,000
Do. 5½%/70	300,000	—15,000
Thompson News 6%/80	100,000	+100,000
Preferred:		
Massey-Ferg. 5½%	2,000	+850
Common:		
Chas Pfizer Co.	nil	—2,300
Dom. Tar & Chem.	18,500	—2,500
Traders Fin. 'A'	2,000	—600
Texas Inst	200	+150
Chase Manhattan	4,000	—80
First American Corp.	10,000	+1,300
General Refractories	6,000	—300
Dominion Stores	3,500	+400
Geo. Weston 'A'	9,500	+1,000
Am. Home Products	600	+100
Colgate-Palmolive	7,000	+1,000
Hudson's Bay Co.	17,000	+650
Otis Elevator	nil	—2,800
Ryder System Inc.	6,000	+1,000
Moore Corp.	32,000	+700
Supertest-Pete	3,800	+3,800
Bathurst Power 'B'	5,000	+575
MacMillan, Blo. & P.R.	6,000	—800
Alta. Gas Trunk	6,000	+400
Gatineau Power	10,000	+5,000
Int'l. Util. Corp.	11,000	+1,000
Quebec Tel.	2,000	+1,000
Shawinigan W. & P.	8,250	+1,250
Steel Co. of Can.	20,000	+100

Russel Bros. Active Again

Russel Brothers Ltd., Owen Sound, Ont., is again active independently after 10 years' operation as the Steelcraft division of **Russel-Hipwell Engines Ltd.**

Firm has been re-organized and its interests bought by N. H. Robertson, president and general manager; C. A. Rollings, vice-president, sales; and H. H. Warkentin, vice-president, engineering.

Other long-term employees are also shareholders and no ties remain between the firm and Russel-Hipwell Engines.

Firm proposes to maintain all Steelcraft lines and develop more in the future. The three executives have a total of 79 years of Steelcraft experience among them.

Firm has been a marine specialist, metal fabricator and ship builder since 1907. From 1927 to 1960, it built almost 1,200 welded steel commercial vessels ranging in size from 17 ft. to 150 ft. and in power from 10 hp to 1,200 hp.

Investment Counsels' Club Turns Itself into Mutual Fund

Another private investment club has "gone public."

Leading members of the Quarto Club, formed in September, 1957, were the management of a Toronto firm of investment counsel, **Andreae, Cole & Thompson Ltd.**

An increasing number of clients, and friends of clients, sought to join the club.

Result is a public offering of shares of **Andreae-Cole Fund Ltd.** President is Herbert C. Andreae, vice-president James F. Cole, and secretary H. E. Thompson.

Offering is at net asset value, which recently stood at $1.71. Shares were valued at $1 when club started operations.

No commission is charged on sale of fund's shares. Redemption fee is 1% of net asset value.

Upon request, the fund will re-invest its quarterly dividend on behalf of the shareholder.

"It is the aim of the fund to invest its assets in shares of companies enjoying superior management," a brochure says.

Such companies should demonstrate a high return on invested capital and a marked growth in sales and earnings, and should be engaged in industries with favorable prospects."

When assets exceed $100,000, policy of the fund will be to invest not more than 10% in any one security, with the exception of government obligations.

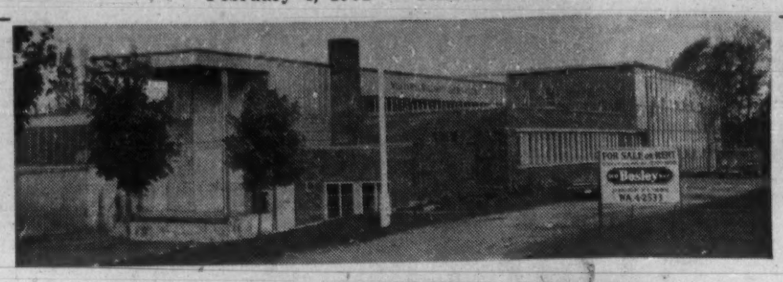
Balance sheet at Jan. 25 showed total assets of $51,388, including investments with market value of $45,469, and $5,919 cash.

Here is portfolio at Jan. 25:

	Amount	Market Value $
Debentures		
Loblaw Grec. 4¾% s.f. conv. debs. '76	$6,000	8,880
Pembina P.L. 6% conv. debs. '75	5,000	6,250
Preferred Stock	**Shares**	
Trans-Prairie P.L. 6¼% $50 par, conv.	50	2,775
Common Stocks		
Alberta Nat. Gas	125	2,094
Amer. Tel. & Tel.	50	5,570
Canada SS Lines	100	4,475
Canada Packers 'B'	50	2,600
Dominion Stores	12	804
Haloid Xerox	25	1,870
Imperial Life	25	2,275
Pacific Gas Transmission	125	2,031
Philips Incandescent Lamp	15	1,870
Salada-Shirriff-Horsey	100	1,300
George Weston 'B'	50	2,300

LESS BEER

Canadians drank 874,449 bbl. of beer in Dec./60, a drop of more than 15,000 bbl. from what they consumed in Dec./59, says the Dominion Brewers Association.



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First Livestock Sold by Canada to Czechoslovakia

A livestock shipment will add to the growing volume of Canadian exports to Czechoslovakia.

Czech agricultural experts have bought a herd of heifers and a bull from the Shur Gain farm of **Canada Packers Ltd.** at Maple, near Toronto.

They have traveled by **KLM** air freight for Europe, possibly the first such livestock shipment from here to the Czechs.

Defence Contracts

Department of Defence Production awarded contracts, each valued at $10,000 or more, and totaling $17.4 million during the last half of December, 1960.

About $5.1 million of this total consisted of seven contracts with **Imperial Oil**, Ottawa, for aircraft fuel.

Honeywell Controls Ltd., Toronto, was awarded two contracts for test equipment for automatic flight control systems totaling $4.2 million.

Litton Systems (Canada) Ltd., Rexdale, Ont., won a contract for ground support equipment for a navigation system ($1.7 million).

Other large contracts went to: **Canadian General Electric Co.**, Toronto, for pre-production engineering for aircraft electronic test equipment ($993,147); **W. H. Olsen Manufacturing Co.**, Tilbury, Ont., for water trailers ($705,570); and **Canadair Ltd.**, Montreal, for airframe spares ($621,788).

Ten contracts for $10,000 or more each, totaling $598,132, were placed by **Defence Construction (1951) Ltd.**, in the last half of December. Largest went to **Ball Brothers Ltd.**, Kitchener, Ont., for construction of nursing sisters' quarters at Barriefield, Ont. ($283,925).

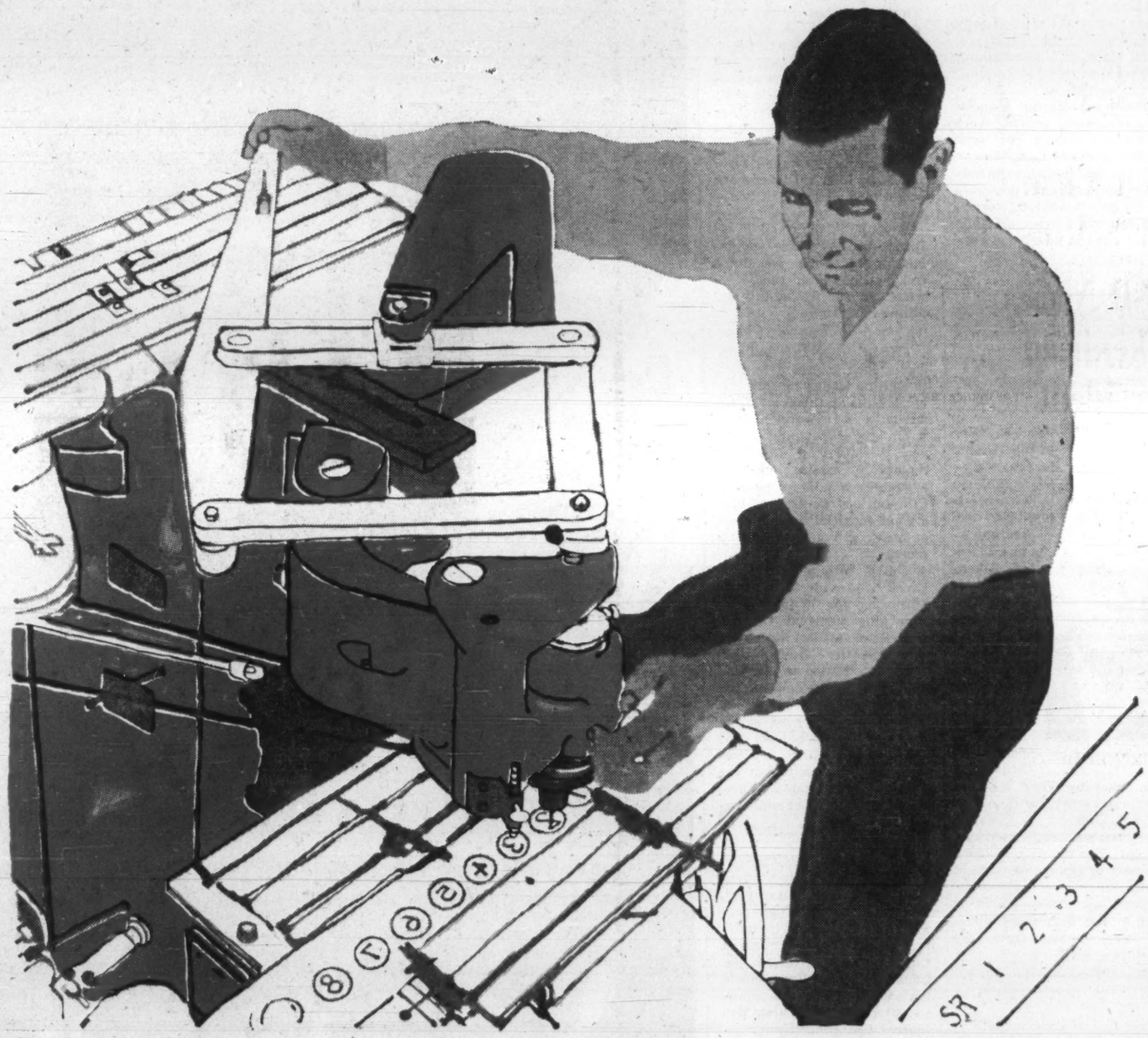
Defence Production Contracts
Dec. 16-31, 1960

Contractor	Commodity	Value $
Abercorn Aero Ltd., Montreal,	aircraft seat pack containers	14,953
Acton Rubber Ltd., Acton Vale, Que.,	footwear	20,039
Ampex of Canada Ltd., Ottawa,	tape transport	13,694
Auclair Gloves Reg'd., Loretteville, Que.,	gloves	40,098
Austin Airways Ltd., Toronto,	rental of aircraft	34,118
Babcock-Wilcox and Goldie-McCulloch Ltd., Galt, Ont.,	storage for main boiler equipment	10,770
Baxter Dairies Ltd., Saint John, N.B.,	dairy products	16,416
Bayly Engineering Ltd., Ottawa,	test sets	124,335
Blackburn Engines Ltd., Ottawa,	technical publications	33,643
W. E. Booth Co., Toronto,	photographic equipment	19,233
British American Oil Co., Toronto,	aviation fuel	35,600
Browns' Bread, Toronto,	bread	10,809
Canada Packers Ltd., Halifax,	dairy products, meat	99,842
Canada Packers Ltd., Hull, Que.,	meat	11,240
Canada Packers Ltd., St. Boniface, Man.,	meat	18,179
Canada Packers Ltd., Saint John, N.B.,	meat	13,592
Canada Packers Ltd., Toronto,	meat	25,477
Canada Packers Ltd., Vancouver,	meat	12,509
Canadair Ltd., Montreal, Que.,	airframe spares, revision to technical publication	633,085
Canadian Bakeries Ltd., Victoria,	bread	14,167
Canadian Blower & Forge Co., Ottawa,	hot fresh water circulating pumps	12,358
Canadian Curtiss-Wright Ltd., Toronto,	ultrasonic cleaners	21,719
Canadian General Electric Co., Toronto,	pre-production engineering for electronic test equipment for aircraft	993,147
Canadian Oil Companies Ltd., Toronto,	lubricating oil	15,743
Canadian Pratt & Whitney Aircraft Co., Longueil, Que.,	aircraft spares	37,417
H. Cantin Ltée., Quebec, Que.,	dehydrated soup	10,272
Capital Consumers Co-Operative, Ottawa,	dairy products	14,323
Collins Radio Co. of Canada, Toronto,	antenna	16,851
Computing Devices of Canada Ltd., Ottawa,	test equipment for position and homing indicators	346,857
J. A. & M. Cote Ltd., St. Hyacinthe, Que.,	footwear	32,259
Allan Crawford Associates Ltd., Willowdale, Ont.,	electronic equipment	16,612
Crescent Creamery Ltd., Winnipeg,	dairy products	18,060
Delta Aircraft Equipment Ltd., Toronto,	airframe spares	34,212
Demil Ltd., Montreal,	cloth	24,476
Duplan of Canada Ltd., Montreal,	cloth	52,305
Eastern Farm Products Inc., Montreal,	dairy products	14,034
Empire Dehydrated Products (Canada) Ltd., Montreal,	dehydrated soup	13,644
Fairey Aviation Co. of Canada, Dartmouth, N.S.,	technical publications	11,504
Fashion Glove Inc., Loretteville, Que.,	gloves	57,960
Ferguson Industries Ltd., Pictou, N.S.,	docking, refitting of ship	80,000
Fleet Manufacturing Ltd., Fort Erie, Ont.,	repair, modification of component parts of hull outfit	29,056
Gensales Ltd., Malton, Ont.,	tow targets	49,646
Halifax Shipyards, Halifax,	docking, repairs to ship	40,000
Hemlock Park Dairy Ltd., Kingston, Ont.,	dairy products	26,664
Honeywell Controls Ltd., Toronto,	test equipment for automatic flight control systems	4,199,250
Huck Glove Co., Kitchener, Ont.,	gloves	63,800
Imperial Oil Ltd., Ottawa, Ont.,	aviation turbine fuel and gasoline	5,100,420
International Instrument Sales, Montreal,	sphygmomanometers	10,260
Island Farms Dairies Co-Op Assn., Victoria,	dairy products	34,382
Julius Kayser Co., Sherbrooke, Que.,	hosiery	10,824
Koenig Knitting Mills Ltd., Ajax, Ont.,	scrubbing cloth	23,516
Lachute Lumber and Millwork Ltd., Lachute, Que.,	pallets	15,311
Laiterie Fortier Ltée., Levis, Que.,	dairy products	20,011
La Laiterie Granger Freres Ltée., St. Jean, Que.,	dairy products	11,645
Legrade Inc., Quebec, Que.,	meat	14,702
Lenkurt Electric Co. of Canada, Vancouver,	spares for multiplexing equipment	18,135
Litton Systems (Canada) Ltd., Rexdale, Ont.,	ground support equipment for navigation system	1,666,325
F. Longdon & Co. (Canada), Toronto,	scrubbing cloth	12,263
Mainguys Ltd., Montreal,	diesel alternator sets	66,685
Marine Industries Ltd., Sorel, Que.,	installation of degaussing system	23,461
Miller & Gabbe Ltd., Montreal,	clothing	33,262
Modern Dairies (Brandon) Ltd., Brandon, Man.,	dairy products	12,090
H. K. Morrison and Sons Ltd., Mount Uniacke, N.S.,	ammunition components	39,024
National Telecommunication Supply Ltd., Ottawa,	installation of beacon	15,239
New England Trawler Equipment (Canada) Ltd., Montreal,	boat hoisting winches	90,015
Norris Dairy, Barrie, Ont.,	dairy products	35,679
Northern Alberta Dairy Pool Ltd., Grand Centre, Alta.,	dairy products	16,465
Northern Electric Co., Ottawa,	fire alarm switchboard, spares for field test equipment, teletype spares	190,095
Northwest Industries Ltd., Edmonton,	technical publications	34,054
W. H. Olsen Manufacturing Co., Tilbury, Ont.,	water trailers	705,570
O'Malley's Ltd., Dartmouth, N.S.,	bread	17,275
Pacific Meat Co., Vancouver,	meat	13,700
Palm Dairies Ltd., Winnipeg,	dairy products	10,160
Penzer Products Ltd., St. Catharines, Ont.,	motor generator sets	201,136
Perkin Elmer (Canada) Ltd., Montreal,	spectrophotometer	17,699
Producers Dairy, Pembroke, Ont.,	dairy products	16,875
RCA Victor Co., Ottawa,	electronic equipment	38,137
R. & M. Bearings (Canada) Ltd., Montreal,	aircraft bearings	16,357
Ray-O-Vac (Canada) Ltd., St James, Man.,	batteries	12,210
Regent Knitting Mills Ltd., Montreal,	clothing	50,270
Roblin Dairy Ltd., Belleville, Ont.,	dairy products	10,304
Rose Construction & Maintenance Co., Armdale, N.S.,	snow removal	25,500
St. Lawrence Glove Works Inc., Loretteville, Que.,	gloves	46,944
Shell Oil Co. of Canada, Toronto,	aircraft engine oil, aviation gasoline and turbine fuel	449,030
Silverwood Dairies Ltd., Winnipeg,	dairy products	13,482
A. G. Simpsen Co., Scarborough, Ont.,	canteen cups	60,981
Sperry Gyroscope Co. of Canada, Montreal,	electronic tubes, compass	46,101
Standard Telephones & Cables Mfg. Co. (Canada), Montreal,	transmitter, installation of beacon	312,510
Swift Canadian Co., St. Boniface, Man.,	meat	10,676
TMC (Canada) Ltd., Ottawa, Ont.,	transmitter equipment	308,697
Texaco Canada Ltd., Montreal,	aviation turbine fuel	16,172
Textile Aircraft Co., Montreal,	flags, ensigns and pennants	11,635
Thistle Dairy Ltd., Fredericton, N.B.,	dairy products	10,944
Tidewater Oil Co. (Canada), Toronto,	lubricating oil	43,123
Union Milk Co., Calgary, Alta.,	dairy products	12,458
Wabasso Cotton Co., Montreal,	bedding	15,624
Wilsil Ltd., Montreal,	meat	20,061

Defence Construction (1951) Contracts
Dec. 16-31, 1960

Contractor	Work	Value $
Ball Brothers Ltd., Kingston, Ont.,	construction of nursing sisters quarters — Barriefield, Ont.	283,925
Buhle Painting & Decorating Co., Winnipeg,	interior painting of rental units — Winnipeg	14,400
F. W. Jackson & Sons Ltd., Sherbrooke, Que.,	fire retardant coating within various hangars and leantos — Rockcliffe, Ont.	29,990
Kingston Painting & Decorating Services, Kingston, Ont.,	interior painting of buildings — Barriefield, Ont.	23,400
William Lovelace Ltd., St. John's, Nfld.,	fire retardant coating of building and leantos — Torbay, Nfld.	11,470
Malach Roofing & Flooring Ltd., Windsor, Ont.,	roof alterations to steel trussed hangars — Summerside, P.E.I.	103,173
J. Mason & Sons Ltd., Edmonton,	interior painting of permanent married quarters — Calgary, Alta.	26,400
Planned Renovators Ltd., Montreal,	interior painting of various buildings — Clinton, Ont.	37,225
D. Robinson Construction (1952) Ltd., Nanaimo, B.C.,	construction of standard TACAN building and standard TACAN tower — Comox, B.C.	26,037
G. H. Wheaton Ltd., Victoria,	extension to combined technical training establishment — Esquimalt, B.C.	40,112

HOW OTIS BUILDS OUTSTANDING VALUE INTO OTIS ELEVATORS



PANTOGRAPH ENGRAVING ELEVATOR FIXTURES AT HAMILTON, ONTARIO

Why does OTIS manufacture its own entire range of elevator operating and signal fixtures—electronic, electric, mechanical—*the world's finest?*

One reason is the importance of harmonizing such fixtures—lobby and car operating panels, car and hall position indicators, car and hall directional signs and electronic touch buttons—with the quality design and finish of OTIS cars and entrances. An important step in this process is the engraving of modern materials such as stainless steel, satin bronze, nickel silver, aluminum and a variety of plastics by pantographing, as illustrated, from quality-controlling master patterns.

How much of the complete elevator installation does OTIS manufacture? Everything! Over 28,000 original and always available replacement parts. From the smallest switches in the machine room to the beautifully designed and finished cars and entrances—to make certain that every OTIS installation performs as a completely integrated unit.

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Some of These Bills Could Hurt Our Trade

From Our Own Correspondent

WASHINGTON — Congressmen are taking protectionist pot shots at everything from Canadian bread exports to our iron ore. (Other article on p. 26.)

More than 4,000 bills have been poured into the Congressional hopper, most of which will never see the light of day at committee hearings. Some of them, however, are worrisome for Canada.

Our old friend, the Chicago "water steal" is back again with several bills proposing a diversion of an extra 1,500 cu. ft. a second from Lake Michigan into the Illinois waterway.

The measure has been approved before by Congress, only to be vetoed by the President, and it has died other times because of filibusters or Congressional red tape.

It is rated this time as having a 50-50 chance of being approved.

There are a host of general tariff bills proposing over-all trade restrictions. Some urge the U. S. to walk out of the GATT tariff-cutting meeting going on at Geneva.

Others demand that U. S. tariffs be adjusted upward to account for the level of wages in foreign countries.

More than a score of bills are aimed at oil imports. A special study on fuels would appear to be inevitable this year and there is considerable congressional pressure to restrict oil imports.

New restrictions also are proposed in bills seeking more protection for the U. S. farmer.

There also is one measure suggesting a major increase in American farm surplus disposals, and another, urging a big jump in barter deals, exchanging U. S. surpluses for minerals.

Lead and zinc comes in for special treatment this year. There is so much Congressional pressure for more subsidies and protection for lead and zinc it seems almost certain that some kind of bill will come off Capitol Hill this year and be approved by President Kennedy.

One measure now being considered by the House Ways and Means Committee would slap a 2c-a-lb. duty on lead and zinc metals, plus adding a subsidy to the domestic producers when the price falls below a certain level.

Although the Tariff Commission has just thrown out a bid for more protection against Canadian iron ore, Michigan congressmen are trying again to impose an import quota on iron ore.

This has little chance of success.

Another measure likely to face death again this year would impose a duty against Canadian bread which has been taking business away from U. S. bakers in many border cities like Detroit.

The usual number of measures from western state mining congressmen for higher gold prices have been offered. Some suggest $70 an oz., while others ask for the free marketing of gold.

A demand also has been made to restrict imports of hardwood plywood, chocolates and to cut back imports of Canadian seed wheat.

Another bill proposes a broadening of the "Buy American" Act, and still another one would hit the Canadian liquor companies by banning interstate advertising of alcoholic beverages.

Slim Chance Of Selling More Oil

From Our Own Correspondent

WASHINGTON — Don't look for any big increase in Canadian oil exports to the U. S.

Although Ottawa has been pushing this and sent Finance Minister Fleming and Trade Minister Hees to Washington to make a pitch, the Americans already are shaking their heads.

Currently, Canada is exporting about 115,000 bbl. a day to the U. S., 20,000 more than the daily export a year ago.

Ottawa has a problem. But Washington has problems, too.

The Kennedy administration and Congress are giving way to pressures for a national fuels study.

Pushed initially by the coal lobbyists, this study will not help Canadian oil and could hurt it by recommending restrictions.

A veiled warning to the Americans is implicit in a Canadian comment that a pipeline to Montreal might be the result of inhibiting Canadian oil export expansion in the U. S. A pipeline would displace Venezuelan oil, economically and possibly politically upsetting the Venezuelans.

Uncle Sam has more than enough Caribbean problems at the moment without adding misery in Caracas.

Those officials in the Interior Department charged with the oil import program, however, feel strongly that Canadian oil exports to the United States should not be allowed to increase, especially to the Midwest.

The new Interior Secretary, Stewart Udall, thinks the program may need overhauling although he is happy to listen to Canadian arguments.

Make M-F 35 In India Plant

Massey-Ferguson Ltd. holds a "substantial" minority interest in a newly formed Indian company, **Tractors & Farm Equipment Private Ltd.** of Sembiam, Madras.

Under license from Massey, the Indian firm will produce diesel tractors at the initial rate of 3,500 yearly. First model produced will be the M-F 35, a medium horsepower tractor of which some 16,000 are already operating in India.

A Massey spokesman at Toronto said that the planned output is greater than the sales volume achieved by **Massey-Ferguson India,** a marketing subsidiary whose functions will now be turned over to Tractors & Farm Equipment.

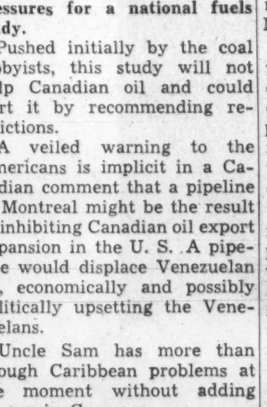
An Indian firm, **Simpson & Co.,** is a member of the controlling group of the newly established firm.

Laurence Howarth, former facilities manager at the M-F Detroit plant and manager of its Wichita factory, is to be in charge of manufacturing at the Sembiam plant when it is completed.

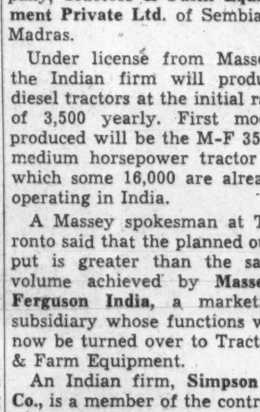
Within two or three years, it is planned to have all components manufactured at Sembiam.

ANNOUNCEMENT

H. SIMON & SONS APPONTMENTS



ALEXANDER MacLEAN



EDWARD SIMON

The appointment of Mr. Alexander MacLean as president of H. Simon & Sons Limited has been announced. Mr. MacLean has been associated with the Canadian cigar industry since 1941. Before his recent appointment, he was vice president and general manager of H. Simon & Sons Limited.

Mr. MacLean's appointment results from the retirement of Mr. Edward Simon who will remain with the company as Chairman of the Board of Directors. Mr. Simon is the youngest son of the firm's founder and has been with H. Simon & Sons Limited since 1902. He was president from 1948 to the end of 1960.

This Is How Our Export Prospects Look in U.S.

From Our Own Correspondent

WASHINGTON — Here's a rundown on what Washington expects to happen in industries where Canadian exports to the U. S. are a significant factor:

Zinc: A small increase in sales, but total consumption will not be much above 900,000 short tons, the figure for 1960. The U. S. will continue to import about half its primary zinc needs.

Lead: A moderate boost in demand. Storage battery needs for new cars and trucks will be well under 1960, but increases in use elsewhere will more than make up this loss. The U. S. will continue to import about 60% of its lead needs.

Aluminum: Demand will be about the same as in the past year, or a shade better. Imports, however, will remain at the lower pace of 1960 when they were down by 35% from the previous year.

Copper: Not much change in demand in 1961 and if anything, use may be slightly lower. Imports will remain at their lower level established in 1958 when the 1.7c-a-pound tax was reimposed.

Nickel: Between 215 million and 225 million lb. will be used in the U. S. this year, roughly the same as in 1960. Canada, however, may export more nickel because Cuban supplies are now cut off.

Lumber: More lumber will be used in the U. S. this year, and this may mean slightly more lumber exports from Canada. Increased construction is expected to provide the small increase in demand.

Newsprint: U. S. newspaper circulation is expected to continue increasing and this should mean a moderate increase in Canadian newsprint exports.

Iron Ore: There may be a small increase in Canadian iron ore shipments to the U. S., especially in the final half of the year. Imports are accounting for a growing share of the ore used by the steel industry.

Farm Machinery: Farm income will remain fairly steady and farms will get bigger which may mean a modest increase in Canadian farm machinery exports to the U. S. during 1961.

Sell Crest Here Less Endorsement

Procter & Gamble Ltd. is selling Crest — its fluoride toothpaste — without endorsement advertising in Canada.

The dental product was singled out last summer by the American Dental Association because of its "therapeutic value" (FP, Aug. 13).

U. S. advertising carries the endorsement, but no move has been made by the company in Canada to obtain permission to use it, a spokesman says.

Prior clearance on such endorsements is required from Department of Health & Welfare if they are to be used in broadcast advertising. Our federal regulations do not cover printed matter.

The company initially decided to test the product here to determine its acceptibility without the ADA endorsement.

At that time, company officials told FP they were not certain such an endorsement would be a major help to sales.

Oakah Jones Wins Friends With Bonds for Customers

Toronto's natural gas supersalesman, Oakah L. Jones, pulled off another razzle-dazzle this week.

Jones, president and general manager of **Consumers' Gas Co.,** has cut a wide swath in the past as he successfully wooed thousands of new customers to the accompaniment of 13 successive and well-publicized rate reductions.

In the process, he has boosted company's gas sales to 37.5 billion cu. ft., from 4.6 billion in 1955, first full year in which natural gas was available in Toronto.

Now he has approached his customers as investors.

Through full page ads in daily newspapers, he offered them first crack at $14 million of company's new 6% debentures offered this week, and arranged that they be available in $100 and $500 amounts, instead of the usual $1,000 minimum.

The big response from gas customers shocked investment dealers handling the issue.

The $14 million 20-year issue would have been over-subscribed in any event, dealers say, but with the gas customers in the market, many professional investors were shoved aside in the rush.

Insurance companies had their debenture orders slashed by more than 90% in some cases.

Consumers' asked the underwriting group, headed by **Dominion Securities Corp.** and **A. E. Ames & Co.,** to give preference for three days—Jan. 30 to Feb. 1—to orders from gas customers.

Customers were asked to identify themselves by producing a recent bill for gas service.

"Our intentions are to encourage the smaller investor, to encourage Canadians to invest in a Canadian enterprise, and to give our 250,000 customers an opportunity to invest in a company they buy from," the Consumers' president announced.

Earlier Consumers' issues, he added, had sold so fast that the smaller investor had little chance to participate.

Some investment dealers were cool to the plan to favor gas customers.

"It's an expensive way to sell an issue," one dealer said, referring to the time it takes to process small orders of about $100.

Another wondered whether first-time buyers would realize that the price of the bonds could be below issue price when they wanted to sell.

Many inexperienced investors were disillusioned when Government of Canada Victory Bonds fell to about 80, from 100 and more, after the war.

On the other hand, the move should win Consumers' lots of friends as long as its prosperity continues. It has already won many, just through giving small investors a chance at the new issue.

Offering price of the new issue was par. Debentures are redeemable at 106 to Feb. 15/63, the premium decreasing by 0.375% a year to 1978.

A sinking fund will retire at least $8.4 million by maturity.

Price paid to Consumers' by underwriters was 97.85. Net proceeds, $13,699,000, will be used to reduce short-term debt totaling $20.7 million.

Consolidated pro forma balance sheet at Sept. 30/60, after giving effect to current financing, shows funded debt of $74,487,000.

Consolidated net assets before deduction of funded debt totaled $169,536,685, or $2,260 for each $1,000 of funded debt.

Directory of
Chartered Life Underwriters

ESTATES PENSIONS FAMILY INCOMES

J. Roger Flumerfelt
B. Comm., C.L.U.
Estate Analysis—Business Insurance
200 St. James St., W. Montreal AV. 8-1188
London Life Ins. Co.

SAMUEL LITWIN, C.L.U.
Estate and Business Insurance Analyst
Sun Life of Canada
Sun Life Building MONTREAL UN. 6-6411

REG C. ELLIS, C.L.U.
Specializing in Term Insurance Plans
OCCIDENTAL LIFE INSURANCE COMPANY OF CALIFORNIA
4 Glengannon Dr. TORONTO 16 PL 9-7304

TGT

– best year in its history!

79th annual report

of The Toronto General Trusts Corporation shows:—

- Record new business for the eighth consecutive year.
- $22,030,119 net increase in assets of Estates, Trusts and Agencies.
- Time and demand deposits now at $77,930,982.
- Earnings per share at $3.07 compared with $2.98 in 1959 and $2.84 in 1958.
- Capital and Reserve Fund at $7,200,000 — a new high.
- Total assets under administration of $607,068,165 — up 100% in twelve years.

The Annual Report will be sent on request.

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TORONTO GENERAL TRUSTS

MONTREAL OTTAWA TORONTO WINDSOR WINNIPEG REGINA SASKATOON CALGARY EDMONTON VANCOUVER

BULLETIN:

Remarkable ingredient that would boil in your refrigerator helps Super Shell give your car quick starts and top performance in coldest winter weather

The 9 ingredients in Super Shell are adjusted every season to give you top performance in any weather.

In Winter, Super Shell is primed with extra butane—an ingredient so eager to get going that it would boil and vaporize before your eyes if you could remove it from Super Shell's formula. Butane would even boil in your refrigerator.

In Super Shell, butane gives you faster firing on cold days. Takes a big strain off your battery. And an even bigger one off your patience.

IF YOU HAVE any trouble starting your car in cold weather, your gasoline could be the culprit.

It may not be vaporizing as promptly as it should. And until it starts to vaporize and mix with air in your carburetor, gasoline has a hard time "firing" your engine.

What Shell scientists do to give you quick starts

Shell scientists attack the starting problem by giving Super Shell an extra dose of *butane* as soon as the cold weather sets in. Butane is highly *volatile*—which means that it changes easily from a liquid to a vapour.

The change is the same sort of thing that happens when water boils and turns into steam. *But butane actually boils and vaporizes at 31.1°F.—lower than the temperature inside your refrigerator. Shell has to store butane under pressure to keep it from vaporizing by itself.*

You can imagine what this remarkable ingredient does in Super Shell. Increases its volatility dramatically. Fires your engine in a hurry. Takes a big strain off your battery—and also off your patience.

Butane has hot-weather benefits, too—an odd little paradox

Shell's refining experts always add a certain amount of butane to Super Shell—even in mid-summer. This may sound paradoxical. But it isn't.

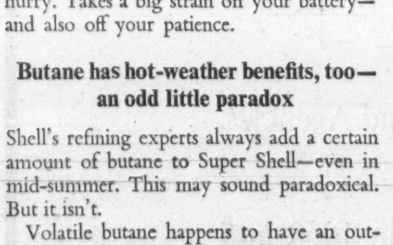
Volatile butane happens to have an outstanding anti-knock value at high temperatures. So this winter-start ingredient has a summer benefit, too. It helps smooth out your car's performance just as much in June as it does in January.

Now that you know about butane, why not take a couple of extra minutes and learn about the eight other ingredients in today's Super Shell? It's essential reading if you want to know the secret of *top performance*.

Ingredient #2 is TCP for power, mileage and longer plug-life

Super Shell now contains an even better version of this famous additive. It was originally developed for use in aviation gasoline.

TCP additive can give your car up to 15 per cent more power; 17 extra miles per tankful; and make your plugs last twice as long.*



Test proves how TCP neutralizes glowing deposits. The electrically heated piston, above, has been sprinkled with two kinds of engine deposit. The glowing deposit, at left, had *not* been neutralized with TCP. The deposit on the right *had*. With TCP in action, there is no trace of glow.

Today's aviation-grade TCP does this by neutralizing the harmful effects of engine-deposits. It stops them from glowing when hot—a major cause of power loss.

It also stops them from diverting your spark—a major cause of "missing."

Ingredient #3 is "cat-cracked" gasoline for power with a purr

This is petroleum that has actually cracked under 1000-degree heat and catalytic action. Its heavier molecules have been shattered into livelier lighter ones.

Shell man checks furnace which pre-heats the petroleum before it is fed into cat-cracker. Stand near by, and the roar sounds like Hades.

The result is a high-octane ingredient that makes your engine purr with power the moment you put your foot down.

NOTE: "Cat-cracking" refers to the use of a catalyst—a substance that has the mysterious ability to alter molecules without changing itself.

Ingredient #4 is heavy alkanes—for both power and economy at all speeds

Shell scientists will tell you that gasoline can be too *sensitive*.

That's their unflattering description of a "touchy" gasoline that performs well enough when you're driving slowly, but causes knock and loss of power when you speed up.

So they put *heavy alkanes* into Super Shell. This ingredient is prized for its *insensitivity*. It keeps octane ratings high enough to give you plenty of knock-free power at all speeds.

NOTE: Heavy alkanes also have the advantage of lowering your fuel consumption. Your engine can use them up slowly—and still give you all the power you need.

Ingredient #5 is anti-knock mix for extra resistance to knocks

You might suppose that two high-octane ingredients are enough to give you knock-free performance. But Shell's scientists have ears like musicians.

They insist on adding a special anti-knock mix. A mix, so effective, one teaspoon per gallon can boost anti-knock rating by seven points.

This mix has the tricky job of regulating combustion so that Super Shell gives each piston a firm, even push—rather than a sharp blow which would cause a knock.

Ingredient #6 is an "anti-icer" to stop stalling due to carburetor icing

Super Shell's formula is adjusted up to eight times a year for your area to beat the weather. Whenever the temperature is likely to be less than forty-five degrees, an anti-ice ingredient is added.

Why add anti-icer at forty-five degrees? Because, even then, frost can form in your carburetor just as it does in your refrigerator. It can choke your engine dead.

Ingredient #7 is mixed pentanes for fast warm-ups on cold days

Pentanes are made by tearing gasoline apart, much as you split logs into kindling to start a log fire.

In this case, the "logs" are petroleum's heavier hydrocarbons. A special process transforms their molecules from slow-burning "logs" to quick-firing "kindling."

NET RESULT: Fast warm-up and top performance in a hurry.

Ingredient #8 is gum preventive to keep the fuel system clean

Even the purest gasoline can form gum when stored. This can clog carburetors, fuel lines, and pumps. But, with Super Shell you needn't worry. A special gum preventive does the trick.

It acts like a policeman controlling a mob. Keeps an eye on unstable elements—stops them from clotting and forming gum.

Super Shell makes gummed-up engines a thing of the past.

Ingredient #9 is Platformate for extra energy, more mileage

It takes one million dollars' worth of platinum catalyst for Shell to produce its Platformate. But fortunately for you and for us, this precious stuff can be used over and over again.

The platinum process, which gives Platformate its odd name, re-forms petroleum into super-energy components—such as benzene, toluene and zylene.

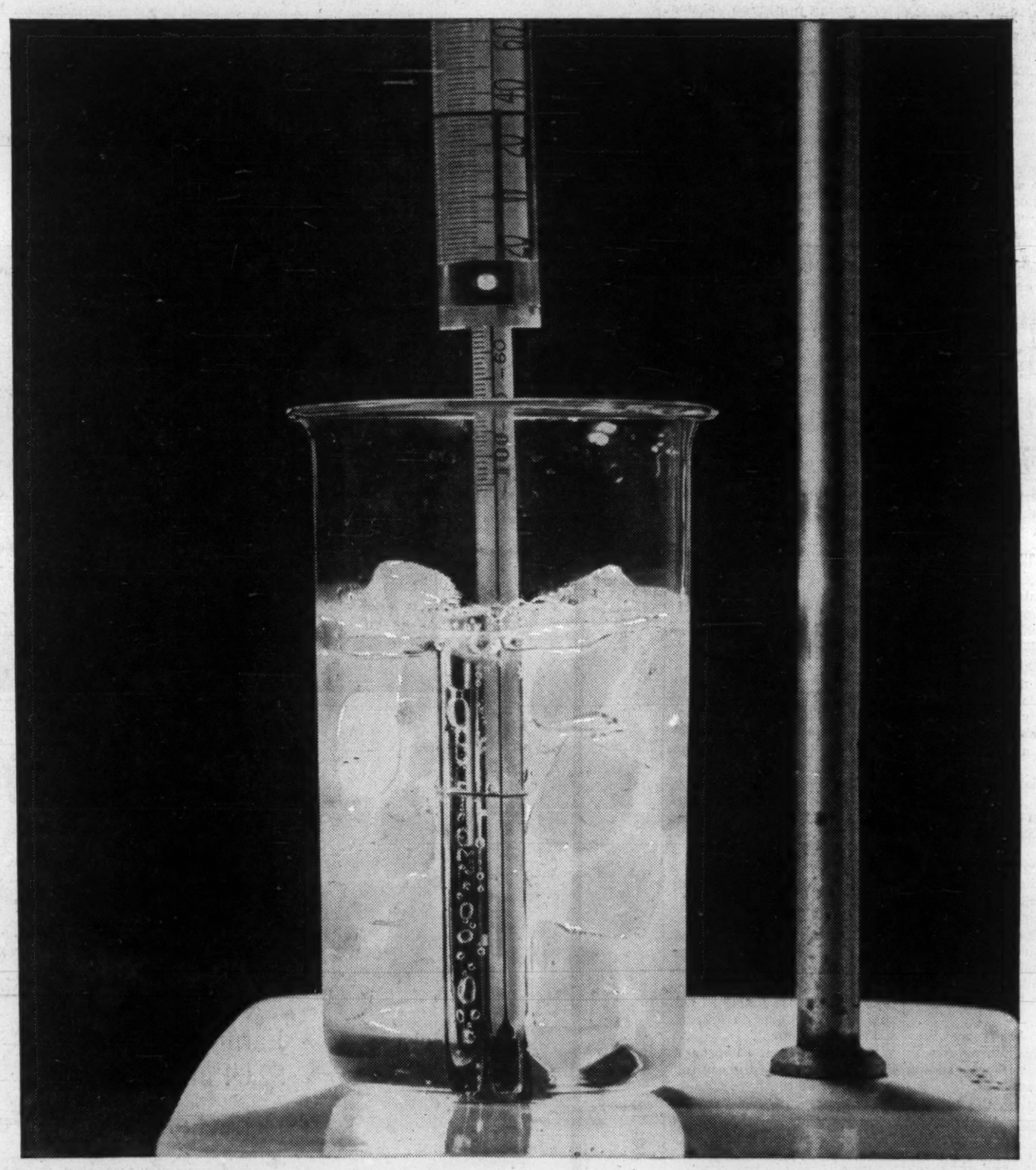
These three alone release 7 per cent more useful energy per gallon than the best 100-octane aviation gasoline.

But make no mistake. This is not untamed energy. Far from it. The super-energy of Platformate is harnessed by the eight other ingredients in Super Shell, where it behaves so well you scarcely know it's there. That is until you note your extra mileage. After that, there is no doubt.

Test Super Shell for yourself

Try Super Shell next time you fill up. You'll soon *feel* and *hear* a difference in the way your engine runs.

That difference is *top performance*.



Butane boiling on the rocks. Shell scientists use this "boiling-point test" to check the volatility of butane, the quick-start ingredient in Super Shell. They pour butane at sub-zero temperatures into that ice-packed test tube. As soon as it boils, they check the thermometer. Here you see butane boiling and vaporizing at 31.1°F. This eagerness to get going works wonders on cold mornings.

SHELL

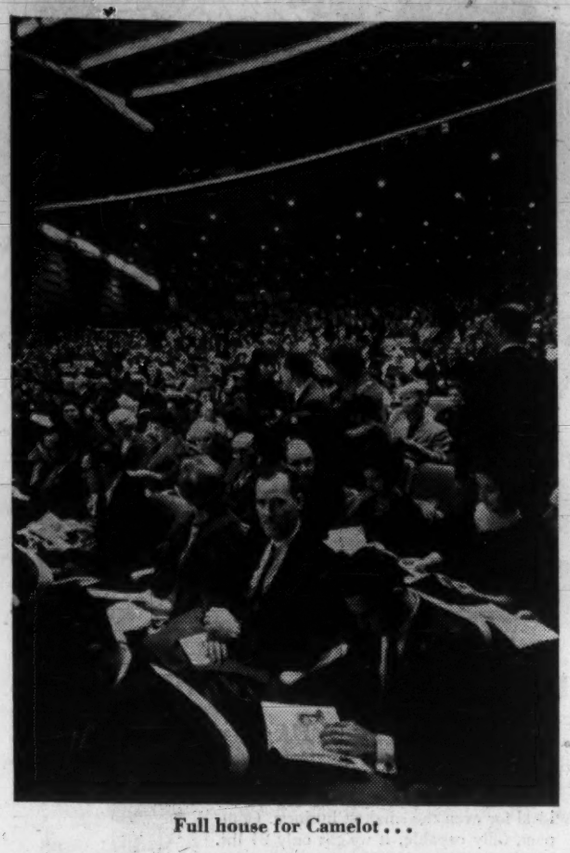
A BULLETIN FROM SHELL RESEARCH

SHELL-361A

*SHELL'S TRADEMARK FOR THIS UNIQUE GASOLINE ADDITIVE DEVELOPED BY SHELL RESEARCH, PATENTED 1955.

The Financial Post

Vol LV | Member of Audit Bureau of Circulations | Publication Office: Toronto, February 4, 1961 | Twenty-five Cents an issue, Eight Dollars a Year | No. 5



Full house for Camelot . . .

The big, controversial and famous O'Keefe Centre for the Performing Arts may be losing money at the rate of $750,000 a year. "If I were a shareholder of Canadian Breweries, I'd think we were getting terrific promotion value for the money spent," a financial expert told FP this week. "Everybody knows that really big money is spent to promote beer sales. In the long run, the costs of the Centre may just be a drop in the bucket."

The O'Keefe Centre: Culture and salesmanship for 2c a barrel of beer

By NORTON ANDERSON

O'Keefe Centre for the Performing Arts in Toronto is losing money at an estimated rate of $750,000 a year, after four months of operation.

This is FP's estimate, based on interviews with key men in the operation. Formal financial statements are not available yet.

The loss would be at an annual rate of more than $1.5 million—if the Centre were a "commercial" enterprise expected to pay interest on $12 million invested in property, plant and equipment, FP has calculated. (This is allowing nothing for depreciation.)

But this most lavish of theatrical centres opened in North America in 50 years is not, in the strict sense, a business venture.

It is Canada's most spectacular public relations project, paid for by **Canadian Breweries Ltd.** (21,000 shareholders).

The Centre will always have its critics. That's show business. But, as promotion for beer, the costs or losses of the venture (so far) look pretty modest.

The company not only agreed to put up the money to build the Centre, but also to underwrite any losses incurred by the Centre.

In return, Canadian Breweries — through its **O'Keefe Brewing Co.** subsidiary — already has had tens of thousands of publicity "mentions" from the centre's activities.

Has the big investment and future commitment been worth it?

Company directors are reported to consider that the losses at the Centre are "not inconsistent with what has been achieved".

FP also put the question to an independent financial expert. He said: "If I were a shareholder of Canadian Breweries, I'd think we were getting terrific promotion value for the money spent. Look what they're getting . . . O'Keefe, O'Keefe, O'Keefe everywhere you look.

"Everybody knows that really big money is spent to promote beer sales. In the long run, the costs of the Centre may be just a drop in the bucket."

(Incidentally, Canadian Breweries common this week was trading at a record high of $45½.)

The $12 million investment appears on Canadian Breweries' balance sheet as an investment in property, plant and equipment. (It showed on an earlier balance sheet as "sundry properties and investments".)

O'Keefe Centre was chartered in 1957 as a corporation (**Performing Arts Corp.**) without share capital.

O'Keefe Brewing Co. commissioned the newly formed corporation "to design, build, maintain and operate a cultural centre for the benefit of the community".

Right now Canadian Breweries' subsidiary companies can make about 12 million barrels of beer a year.

If the investment in the Centre is written off in, say, 25 years, it works out to two cents per barrel of beer sold, based on present capacity.

But what about the company's liability for any losses suffered by the centre?

These losses will be charged to "cost of sales" at Canadian Breweries — and tax savings will cut the cost to shareholders in half.

A persistent question: How can there be heavy losses when the public has "flocked" to O'Keefe Centre?

Here are some facts.

Attendance at the Centre has been about 310,000. This is 65,000 short of capacity for the four-month period.

Maximum seating capacity for the Centre is 3,200 times eight performances a week (about 25,000 seats a week).

And the maximum gross "take" for a week is $100,000 (but higher for special outside-sponsor deals).

What about costs?

The Centre has a weekly overhead of about $11,000 for salaries, services, supplies and administration.

On top of this, when a big show is running there's $2,000 a week for ushers, $5,000 for stagehands, $4,000 for musicians.

Add municipal taxes and maintenance and repairs at almost $10,000 a week.

Isn't there plenty of money to pay for everything out of $100,000 income in a week when the centre is sold to capacity?

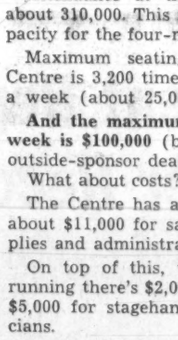
Not necessarily.

Meet the Man Behind Scenes

Meet the man who calls the management shots at O'Keefe Centre.

He's Hugh Percy Walker, 50, managing director.

Walker, a chartered accountant with extensive executive experience with large industries in Scotland and the U. S., came to Canada five years ago. He became E. P. Taylor's executive assistant.



WALKER

When Taylor, chairman of **Canadian Breweries Ltd.**, decided to help the performing arts — through **O'Keefe Brewing Co.**, a Canadian Breweries subsidiary — he told Walker to "get cracking to come up with ideas".

Walker toured this continent and Europe, gathering information and plans. He brought back schemes for a proposed centre that would cost "10 times what Taylor had in mind to spend," Walker says.

Plans were whittled down to fit a $12 million budget, and Taylor asked Walker to run the new Centre. Walker moved into the new job in 1957.

Walker says he was "an amateur with an intense interest in Canadian opera, ballet, theatre".

Some of the interests: director of the National Ballet Guild of Canada; governor of the Crest Theatre Foundation; chairman of the executive committee, Allied Arts; director of the Canadian Opera Company. He is also a member of the Royal Ontario Museum and the Art Gallery of Toronto.

● **Camelot,** to open the Centre, sold to 75,000 capacity in its three-week Toronto try-out, but cost the Centre money because too much of the gross revenue had to be given to the producers to "induce" them to come to Toronto.

Said one O'Keefe Centre official: "You might have $100,000 in the till, but if you are not dealing from strength and have to give the producers 80% of the revenue, all the bills can't be paid out of the $20,000 you have left to pay everything, including stagehands and musicians."

● **My Fair Lady** played to capacity audiences for three weeks. It may have made a "little" money for the Centre. The split wasn't as good as management would have liked.

● **Harry Belafonte,** in his two weeks at O'Keefe Centre, was "sensational", according to management. More than 20,000 people had to be turned away. The Centre's deal with him was good, reported to be one third for the Centre, and two thirds for Belafonte. The Centre made a profit.

● **Marlene Dietrich** played the centre for a week to about 15,000 people. Her week cost the Centre money.

● **Johnny Mathis** was in for a week, and played to about 15,000. Apart from the loss of 10,000 potential customers, the percentage break wasn't good enough. The Centre lost money.

● **Then came the dark days of Treasure Island,** the pantomime imported from the U. K. for the Christmas-New Year period. It lost $40,000-$50,000 for the Centre.

First of all, there was a "black" week preceding the show when costs ran on and no money came in to the centre.

Hugh Walker, the Centre's managing director, saw the show in London where it was drawing audiences of all ages. He booked it for the O'Keefe Centre. He says Toronto critics "acclaimed" the show for children.

Result was that parents came with children the first week. The second week adults "stayed away in droves".

Walker feels the show "accomplished what it set out to do — to offer live entertainment to many children for the first time — but it would have been better to have scheduled evening performances to start at 7 p.m."

The Centre even resorted to offering, in the second week, a "2-for-1" deal on tickets, and advertised the offer in the press. Critics (and plenty of them are sniping at the Centre), claim these deals should be handled "quietly through companies and organizations".

● **Another sell-out was the Royal Ballet from London.** It was an expensive show to bring in, and it's reported this prestige event didn't help cut into operating losses very far.

International Artists, a Toronto agency, was allowed a block of seats for inclusion with its Greater Artists series — at Massey Hall series prices, much below the regular O'Keefe Centre scale.

Critics jumped again and asked why all these seats were passed over to IA when eager customers waited to pay higher prices?

(Continued on page 24)

FOR THEM, scrap is big business: (from left) Chester Waxman, secretary-treasurer of Isaac Waxman & Sons; A. House, president of United Steel Corp., which sold the biggest scrap baler ever built in Canada to the Waxman company; Isaac Waxman, president and founder of the scrap firm; Morris Waxman, vice-president.

'Big Money in Scrap' If You Keep Spending

Here's how the Waxmans of Hamilton pushed their scrap business from the horse-and-wagon stage into a $2-million-a-year operation . . .

By W. L. DACK

Early in April the most powerful scrap baler made in Canada will go into action at the Hamilton scrap yards of **Isaac Waxman & Sons.**

It will compress a standard size automobile body into a 20-in. by 18-in. by 34-in. bundle — a readily digestible mouthful for the open hearth furnaces of Hamilton's nearby steel mills.

As the first car is given the "crunch" treatment, three Waxmans will be standing by eagerly. They are:

● **Isaac Waxman,** a Polish immigrant — now in his mid 70s — who started the scrap firm with a horse-and-wagon collection of everything from rags to old furniture.

● **Two sons,** Chester and Morris — now in their mid 30s — who helped the firm graduate out of the horse-and-wagon stage 15 years ago, and now pretty well run the business which last year grossed over $2 million.

"Sure, there's money in scrap," the friendly, rapid-talking Chester says. "But today you have to keep spending heavily on equipment to stay competitive."

And that's pretty well the situation in the Canadian scrap business.

"The old days of lax scrap preparation are over," Chester Waxman says. "You have to be able to give the steel mills exactly what they want — and at prices they are willing to pay."

This is because steelmakers have found ways of using a higher proportion of hot metal (molten iron) cutting down on scrap consumption. And because they are all seeking ways of boosting yield from existing furnaces.

The old 50-50 rule of thumb in steel-making — 50% scrap to 50% hot metal —could be a thing of the past.

In 1959, for instance, Canada's four basic steel-makers only charged 46% scrap to their blast furnaces.

"There's only one answer," Chester says, "We have to make our scrap so attractive in quality and price that there will be no advantage for the steel mills to keep swinging more to hot metal."

That's why progressive scrap men across Canada and the U. S. who feel as Waxman does have embarked on the biggest yard mechanization program in industry history.

That's why they are buying giant hydraulic shears that will cut a car chassis with one quick snip, larger cranes to handle bigger parts, more powerful balers to give higher density scrap, bigger magnets, presses.

Waxman's new baler with accompanying services will cost about $200,000.

The 600-ton squeeze it exerts will produce a scrap with twice the density possible from older equipment.

That fits the steel firms' drive to boost furnace yields. The greater the density of the scrap used in the open hearth the faster the furnace can be charged.

Right now the Hamilton scrap yard is processing anywhere from 750 to 1,200 cars a month.

Volume is always larger at this period of the year since more old autos become available just before new licence deadlines. The 1949-1951 car cycle years are now flowing into the yards.

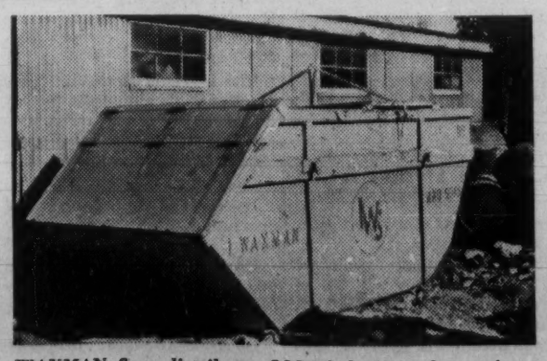
"We have even started processing a few '52s," Chester Waxman says.

He is currently paying auto wreckers around $15 for a standard size car.

Here are the main steps in reducing a car to saleable scrap:

- Wheels, chrome and stainless steel parts removed.
- Engine taken out.
- Inside of the car — the upholstery, plastic, rubber parts — burnt out by torch.
- Chassis is cut from the frame by torch.
- Body baled into small bundles.
- Chassis sheared to length and prepared for mills.

There must be no contamination of non-ferrous metals — or other materials — with the steel scrap that is to be charged to the open hearth furnaces.



WAXMAN firm distributes 300 of these steel containers for collection of both scrap and refuse.

At present there is little or no revenue for old tires — any that can be retreaded are sold to tire retreading firms. The remainder are collected by industrial rubber firms.

The cases of batteries are broken off, and the plates sold to lead refineries.

Chrome and stainless steel parts go mainly to alloy steel producers, for example, **Atlas Steels** at Welland, Ont.

Engines are freed of all their non-ferrous metals and steel. The remaining cast-iron goes to iron foundries, die-casters.

Such non-ferrous metals as aluminum, copper, bronze are sold to secondary ingot manufacturers for making up into a broad variety of industrial and consumer goods.

Right now the scrap paper market is not particularly buoyant. But Waxman — whose main customers are industrial — is collecting cardboard, tab cards, ledger paper and selling this to paper mills.

"We have to maintain an active, continuing market for scrap materials if we hope to hold our customers through good times and bad," Chester Waxman says.

"Since demand for many of these secondary materials varies widely — sometimes ceases altogether — we are forced to stockpile for as long as five or six months at a stretch."

The steel scrap market is weak at the moment, with prices close to the postwar low.

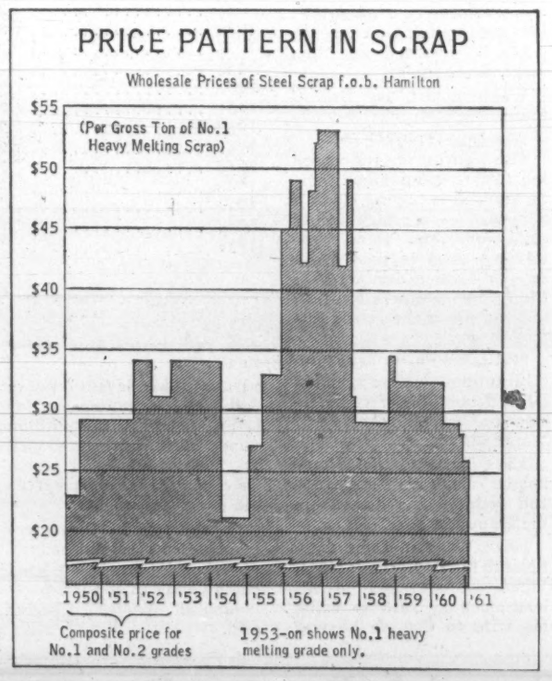
The two Hamilton steel mills — **Steel Co. of Canada** and **Dominion Foundries & Steel Corp.** — represent the biggest scrap market in Canada.

As a result, scrap dealers in that area rarely have had to resort to export.

But dealers in other big scrap generating areas like Toronto and Montreal often ship sizeable tonnages overseas. Although government permits still have to be obtained this is now a matter of form, and they are readily obtainable in most areas.

Out of Chester Waxman's office windows you can see a 30-ft. high hill of cast iron pieces.

This hill of scrap represents the last of Canada's steam locomotives, now waiting to be sold to iron foundries for melting and re-making into water pipe, furnaces, etc.



Anything made from iron and steel is a potential source of scrap. Industry itself is one of the major producers of scrap and sale of this material has become an important by-product in many industrial processes.

Railways are a big source; shipbuilding firms, at times. Old agricultural equipment on the farms represents a big scrap source.

Old cars and trucks are increasing as a scrap metal supply source — with Waxman, they provide about 10% of the total.

The steel mills themselves produce a considerable portion of their own scrap requirements.

Scrap is either collected by small dealers or pedlars and sold to large scrap yards like Waxman, or to brokers who might be under contract to special large mill accounts.

The dealers also collect. Waxman, for instance, operates a fleet of 20 trucks.

Today Waxman can get $24 a ton for No. 1 heavy melting

(Continued on page 24)

The O'Keefe Centre:

(CONTINUED FROM P. 23)

Walker said he wanted to "please" Walter Homburger, IA manager, who has contacts of value to the Centre, such as Sol Hurok, big New York impresario.

Walker plans to build up the importance of the Centre in the eyes of both the public and the producers.

The Metropolitan Opera, coming to Toronto this spring, is an example. It's coming to O'Keefe Centre, instead of to Maple Leaf Gardens, as in former years.

Some claim Walker gave the Rotarians too sweet a deal to capture this prestige event.

Walker disagrees.

The Met may not make money for the Centre, but Walker feels it will be in its "right setting" at the Centre.

At the Gardens, the Met had a potential audience of 54,000, while at the Centre capacity will be 25,000 plus standing room. Walker says the eight performances will be sold out and there will be more gross revenue than at the Gardens.

The Rotarians will sell 2,300 prime seats for each evening performance at a new high price of $12.50 each. At the Gardens only 1,500 seats at $10 each for six performances were sold — the balance scaling down, and large numbers of the cheaper seats in the 9,000-capacity seating were unsold.

Two matinees at the Centre, says Walker, will be at "attractive" prices.

O'Keefe Centre, out of an anticipated revenue in excess of $200,000 for the week, is giving the Met a large, fixed amount, and, says Walker, "a relatively small guarantee to Rotary".

Walker is satisfied the Met deal with Rotary is a wise one. He feels the Centre, to live up to its objectives, must constantly be making a contribution to development of the performing arts while fighting to avoid losses.

Canadian Breweries will not get any profits, if they are ever made at the Centre.

"We are not here to make money. We are here to make money on certain 'blockbuster' shows so that we can spend it on events which Canadians want, but which are not profitable in themselves," Walker says.

And he thinks some good business development work has been done.

The Centre sold more than 19,000 subscriptions, in advance, for 10 attractions which incorporate the Theatre Guild-American Theatre Society program in Toronto.

"This is the largest theatre subscription membership in North America. When combined with box office demand, it offers an audience potential that producers all over the world will find attractive," says Walker.

He says it's equivalent to a guarantee to producers, and "tips the scale when we are negotiating for more profitable terms for the Centre".

Arts Conference Coming in May

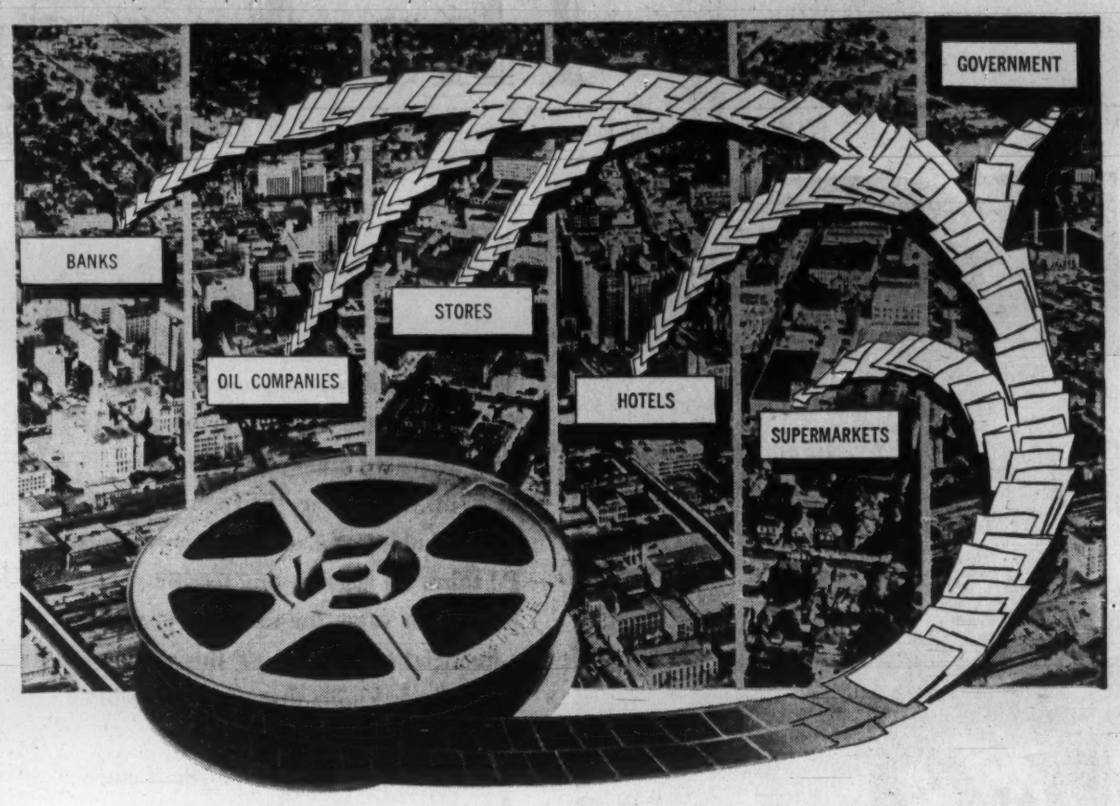
During the first week of May, the O'Keefe Centre will be host to the Canadian Conference of the Arts, embracing 32 national member-organizations, which cover the entire range of arts, from plastic art and sculpture, music and ballet, to industrial design and architecture.

Creative artists from every field will meet under one roof. Among them will be Morley Callaghan, Gratien Gelinas, B. C. Binning, Jacques de Tonnancour, John Hirsch, Leonard Cohen and Hugh MacLennan.

The meetings will be open to the public.

Then, as a regular feature, the Centre has set aside a downstairs lounge where Canadian art will be displayed.

Managing Director Hugh Walker says the Centre will broaden its reach beyond the performing arts, and move in many new directions.



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'Big Money in Scrap' If You Keep Spending

(CONT'D FROM P. 23)

steel scrap at Hamilton mills. In turn he will pay a dealer or industrial customer about $16 a ton for this scrap material if it has to be processed. The $7 to $8 a ton difference is Waxman's fee for processing and shipping.

Actually No. 2 grade steel scrap represents the heaviest volume business.

The Waxman firm has pioneered in Canada in the load-lugger system of scrap collection that is now being rapidly introduced to other parts of the country.

In this system large metal containers capable of carrying 10-12 tons of scrap materials are left at the plants of industrial customers and picked up when filled.

The trucks that pick up the containers are equipped with a powerful device which can lift the container onto the frame of the truck and then set it down again.

Waxman now has five of these special trucks and 300 of the metal containers.

The load-lugger system led the firm into an allied venture which is paying off in a big way — sanitary refuse collection. The same container system is used as in scrap collection and many of the scrap customers are now making use of the refuse collection service as well.

"I'd say we now serve 90% of Hamilton industry and a large proportion of commercial customers," Chester Waxman says.

The collection systems have helped improve sanitation and reduced fire hazards in the Hamilton area.

Isaac Waxman came from Poland to Hamilton in 1911. When he returned to his birthplace in 1913 to bring his wife to Canada he was trapped by World War I. Soon after his return to Hamilton in 1921 he started out with an old horse and wagon collecting rags, paper and second-hand furniture.

Chester and Morris got jobs at Hamilton industrial plants.

When layoffs hit after World War II they were out of work. Their father urged them to join him. Morris was put to work in their scrap yard sorting out scrap and Chester hitched up the horse and went in search of scrap metal.

It was his idea to put a full-time advertisement for scrap metal in a Hamilton paper. Business began to pick up. Soon a truck, for which they paid $185, replaced the old horse and wagon.

"Sometimes in the afternoons when I had finished my collection I'd put on my good clothes and call on the nearby industrial plants," Chester said.

"These calls paid off in good business. Besides collecting their scrap on a regular basis we did many odd jobs for them like moving pieces of equipment, disposing of some of their refuse. Most of these customers we have held for over 15 years."

First piece of yard equipment they bought was a power shear. Before long they added a crane. In the early 1950s they borrowed $10,000 and bought a two-acre stretch on Hamilton's waterfront, considerably farther east of existing industry at that time.

"People all told us we had moved too far out in the sticks, that industry would never extend out that far," Chester Waxman said. "Now they have caught up to us, and are moving farther east."

In 1956 the firm was able to purchase an additional five acres at the same site. This property is served by both **CNR** and **CPR** branch lines.

It has kept adding to equipment, now owns five cranes and 20 trucks. Total investment in equipment and office is approximately $1 million. Employment varies between 40 and 50.

Scrap Iron, Steel

(Thousands of net tons)

	Domestic Used in Canada	Imports Used in Canada	Exports
1960	3,710	455*	372†
1959	4,000	662	382
1958	2,945	289	386
1957	3,560	483	684
1956	3,897	846	660
1955	3,285	438	592
1954	2,357	65	559
1953	2,984	100	410
1952	2,887	205	87
1951	2,918	108	39
1950	2,718	187	62
1949	2,475	284	39
1948	2,528	315	5
1947	2,295	186	3
1946	2,062	195	12
1945	2,350	58	18
1938	1,081	99	85

*9 Months. †11 Months.

Scrap Market Can Be Tricky

Canadian steel scrap prices are highly volatile reflecting pace of steel mill operations and the scrap price pattern in U. S.

Major Canadian mill buyers are the two Hamilton steel companies—**Steel Co. of Canada** and **Dominion Foundries & Steel Corp.**

In periods of falling steel demand the domestic mills may withdraw from the scrap market — or, at best, put major suppliers on a quota basis.

But established scrap dealers must operate on a year-round basis maintaining a buying offer if they hope to hold established customers.

For that reason stockpiles climb rapidly in lean periods, dealers must have recourse to heavy inventory financing.

A recent development — commodity future brokers are offering Canadian scrap dealers hedging protection against declines in non-ferrous metals prices.

There are limited export markets for Canadian iron and steel scrap. The biggest buyer has been the U. S., followed by Japan.

In the first 11 months of 1959, U. S. purchased 142,000 tons from us; Japan 132,000 tons. France was a poor third, taking only 20,000 tons.

The record revenue year for steel and iron scrap was 1956. Dealers sold $140 million of scrap in that year.

In the same year, there was $41 million imports, and $71 million exports. Usually the imports are of a type of scrap not readily available in Canada, but sometimes price is a consideration.

Canada Permanent Reports Another Record Year!

COMBINED ASSETS $435,759,000

Financial highlights from 106th Annual Report of Canada Permanent Mortgage Corporation

Assets and Profits Gain in 1960

	1960	1959
Total Assets	$230,228,000	$203,388,000
Mortgages & Agreements for Sale	179,921,000	154,424,000
Debentures	145,862,000	121,260,000
Savings Deposits	64,511,000	62,340,000
Profits after Taxes	2,109,000	2,029,000
Capital & Reserve	18,500,000	18,500,000

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Ontario's Pension Report May Set Line for Country

Expect pension plan changes to make it easier for workers to change jobs.

Main recommendation in Ontario government's white paper on pensions — expected to be tabled about Feb. 15—is understood to favor inducements to make employer contributions available earlier to strengthen workers' pension rights should they leave the job.

The white paper is also expected to recommend minimum standards for pension plans.

But it does not contemplate channelling pension money through government hands.

Main aim of the study has been to find some practical means of consolidating and improving present private pension schemes.

At present, employer contributions don't vest in a worker until he has completed a specified number of years service — usually 20 — or reached a certain age (**FP**, Aug. 20/60).

This has the effect of "freezing" a worker in one occupation.

If, however, he decided to change jobs, he loses much of his pension benefits. When he leaves, he is often forced to take cash, which he will likely spend, instead of saving or investing for his old age.

Ontario's decision to seek some solution to the problem came at a time of growing reluctance in Ottawa to meddle in the touchy retirement pension field.

This culminated last July in withdrawal of Bulletin 14, the federal government's general instructions regarding pension plans registered for income tax purposes.

A year previous, Ottawa had withdrawn requirements establishing minimum vesting standards for approved plans.

An indication of how far the provinces might be willing to go in filling this void, and in bringing some order into the existing scattered pattern of pension plans, should be given in the Ontario report.

Recommendations contained in the white paper will be referred to one of the legislature's standing committees, after which action will likely be taken by a select committee, a government spokesman said.

Cdn.-Developed Apartments Hit $1 Million Sale in Jamaica

Sales of co-operative apartment units at the **Carib-Ocho Rios Sea & Country Club** development in Jamaica have reached the $1 million mark, **FP** was told this week.

Project was developed by D. M. MacKenzie, J. Sokoloff and J. Ponzo of Toronto. Partners have built and sold some $6 million worth of co-operative apartments in Metro Toronto.

Of the 500 projected apartment units at the Jamaican development, 86 have been completed. Purchase includes membership in country club, access to swimming pool, tennis courts, etc.

Big market for sales, MacKenzie told **FP**, was in New York. Some 42% of people who visit Jamaica come from the Greater New York area.

Every sale so far, he said, has been for cash, although financing is available.

Some people buy the apartments, use them a few weeks themselves and rent them for the rest of the year. Rents range from $30-$70 a day in winter and $15-$35 a day in summer. Developer acts as rental agent and apartment owner gets 50%.

The investment feature, says MacKenzie, is one of the big inducements which attracts buyers. One man bought two for a total of $58,000 and another two for a total of $69,000.

Average buyer only uses the apartment three months of the year.

Prices start at $17,000 for a one-bedroom. Average sale to date has been $27,500 for a large one bed-room apartment.

Douglas Gibbons, Hollyday & Ives, New York, is agent for the project.

Financial highlights from 48th Annual Report of The Canada Permanent Trust Company

Estates, Trusts and Agencies under Administration Reach New High

	1960	1959
Total Assets	$205,531,000	$177,493,000
Estates, Trusts & Agencies under Administration	201,637,000	173,705,000
Profits after Taxes	250,000	234,000
Capital and Reserve	3,500,000	3,250,000

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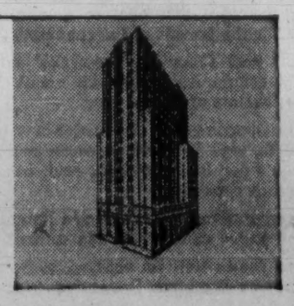

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ANNOUNCEMENT

TO MANAGE NOVA SCOTIA'S BOSTON OFFICE

JOHN C. WILSON

The appointment of John C. Wilson as manager of the Nova Scotia Information Office in Boston has been announced by Hon. E. A. Manson, Minister of Trade and Industry for the province.

An honours graduate of Acadia University, Wolfville, N.S., Mr. Wilson is retiring with the rank of major from the Canadian Army after 21 years' service, largely in the field of public relations. Prior to joining the Army he had several years of business and hotel experience in Halifax.

He will be responsible for travel and industrial promotion for Nova Scotia in the New England area. The Nova Scotia Information Office is located in a new building at 607 Boylston Street in the heart of Boston.

Expect Lower Prairie Hail Insurance Rates

Good news for the hard-pressed Prairie farmer.

In most areas of Western Canada, rates on hail insurance to protect the 1961 crops will be lower than they were a year ago.

This is what insurers were saying at the annual meeting of the Canadian Hail Underwriters' Association.

Last year, the 35 Canadian, U. S., U. K. (and one French) stock insurance companies comprising the CHUA paid out $1.6 million to Prairie farmers to cover crop losses due to hail.

This compares with about $2 million in claims paid in 1959.

A total of $82.2 million has been paid out in the association's 47 years of operation.

Premiums received by the companies in 1960 totaled $3.6 million. Resulting loss ratio for the year was 44%.

Break-even for the Prairies (CHUA does not provide cover in Eastern Canada) is a loss ratio of about 60%, hail insurers say.

Last year's experience was not the same in all three western provinces.

In Alberta, premium income was $586,000; losses $680,000, loss ratio 116%.

As a result, in those Alberta townships where the hail damage was severe, farmers can expect to pay more for coverage in 1961.

In Saskatchewan — where half the Prairies' wheat is grown — a $718,000 loss on premiums of $2.3 million gave the insurers a favorable loss ratio of 31%.

It also gives the Saskatchewan farmer the promise of lower premiums this year.

Experience in Manitoba in 1960 was similar: $734,000 in premiums; $228,000 in claims; loss ratio 31%.

Not every year is as satisfactory for the hail insurers as last year's business in Manitoba and Saskatchewan.

In 1957, losses paid by the CHUA companies in Saskatchewan alone totaled $2.7 million and the loss ratio was 159%.

Manitoba is a province where hail insurers have usually made money, CHUA chairman John A. McQueen told **FP**.

The low altitude and lack of hills present to a lesser degree the conditions for making hail which are found in Saskatchewan and Alberta, he said.

As a result, elevation is a definite factor in setting rates.

But even Manitoba has bad years.

In 1956, the companies took in $746,000 in premiums and paid out $1.3 million in claims — a loss ratio of 177%.

"Hail insurance is a long-term proposition. You can't let yourself get excited about a good year or a bad one. Over a 10-year period, companies are likely to make money — but not over a five-year period on the average."

How much does the average farmer in Western Canada have to pay for hail insurance?

Rates vary by township and with the experience of previous years.

CHUA territory covers some 5,000 townships, or rating areas, in the three provinces and the Peace River District of British Columbia.

In Saskatchewan, where the bulk of the CHUA's business is done, average hail insurance premium last year was $86.

This would provide cover on losses up to $1,700. In Manitoba, rate and premiums are lower. In Alberta, on the average, they are higher.

Why is the cover so small?

"We try to convince farmers that they should insure closer to value, but they say they can't afford to," says CHUA secretary Norman A. McDonald.

"Because of the wheat surplus, western farmers are allowed to sell only 300 bu. at the beginning of the crop year to pay for the expense of putting the crop in.

"At harvest time, under the government quota, they're lucky if they can sell as much as three bushels per cultivated acre.

"When you realize that the farmer is only getting about $1.10 bu., you can appreciate what he is up against. In most cases, hail insurance coverage of $1,500 protects his investment."

Where there is a market for wheat, the average crop may bring in from $20 to $23 an acre.

Average farm under cultivation is under 500 acres.

Hail insurance sold by CHUA companies covers all crops — wheat, barley, flax, mustard, rapeseed, peas, beans, etc.

Insurance covers crops standing and in swath.

Liability expires Oct. 1, a 15-day extension of the earliest date laid down in the federal Insurance Act.

Deductibles are available on CHUA policies, although not too many farmers take advantage of them, says McDonald.

A 25% deductible on claims permits a 50% reduction in premium; a 10% deductible lowers the rate 25%.

Government-supported crop insurance, started for the first time in Manitoba last year (**FP**, May 7/60), has hurt private insurers in the four test areas where it was applied.

Limits of this plan are to 60% of the average yield over the last 35 years.

This means that if one quarter section of a farmer's four is hailed out, he won't collect under the plan, CHUA officials say.

Limitations on rates (no higher than 15% of total liability) make a lot of farmers ineligible for crop insurance, they say.

In the long run, however, they feel that crop insurance may increase the business of private hail insurers by making farmers more insurance-conscious.

Under similar circumstances, this is what happened in the U. S.

The CHUA now handles about 50% of the total premiums from all hail insurance in Western Canada.

Competition comes from private companies not members of the association, the Saskatchewan Municipal Hail Insurance Association, and the Alberta Hail Insurance Board.

CHUA chairman for 1961 is Sydney A. Rambaut, Winnipeg. Mr. McDonald will continue as secretary.

THE INVESTMENT FUNDS

American Growth Fund Net Assets Rise by 15%

American Growth Fund Ltd., Toronto, net assets of $12,325,983 at Dec. 14/60 were 15.3% higher than three months earlier.

Net asset value per share rose 3.4% to $7.70 (from $7.45). This indicates net sales of 165,844 shares, raising outstanding shares to 1,600,777.

"Baby budget" proposals on tax changes for mutual funds (**FP**, Dec. 31, Dec. 24) will in no way change AGF's objectives, operations or investment policies, it reports. Fund's assets will continue to be invested in U. S. securities.

Fund will have to pay moderately more income tax which will reduce dividend payments by a few cents yearly.

Prospects of increasing U. S. defence and other government spending in 1961 should continue to favor the electronic and other research-growth industries in which fund specializes, President W. A. Manford says.

Here are the quarter's portfolio changes:

	Amt. held Dec. 14 1960	Chge. since Sept. 14 1960
Common:	Shares	
Garrett Corp.	1,030	+1,030
North Am. Aviation	1,500	+500
Addressograph	2,040	+40
Automatic Retailers	500	+500
Universal Match	1,500	+500
Vando Corp.	2,000	+1,000
Tennessee Corp.	3,000	+1,000
United Carbon	530	+15
Richardson Merrell	1,000	+1,000
Sterling Drug	1,000	+1,000
Audio Devices	2,500	+500
United Airlines	2,000	+909
Crowell Collier	3,500	+380
Holt, Rinehart & Winston	2,550	+50
First Charter Fin.	3,150	+150
James Talcott	1,500	+500
Aldens	1,575	+1,575
Food Gt. Markets	1,040	+20
E. J. Korvette	3,000	+3,000
Georgia Pacific	1,040	+10
Nat. Gypsum	1,020	+20
Jim Walter Corp.	1,500	+1,500
American Can	nil	—1,500
Armour	3,000	+1,500
Beechnut	nil	—1,500
Cluett Peabody	1,000	+1,000
Consol. Foods	2,100	+2,100
John Morrell	2,000	+88
Wilson & Co.	2,000	+500
Litton Industries	1,230	+30
Westinghouse	1,000	—1,000
Int'l. Paper	765	+15
Polaroid Corp.	1,000	+300
Chromalloy	nil	—1,500
Gen. Rail. Signal	2,000	+500
Harris Intertype	1,500	+500
North. Nat. Gas	nil	—1,000
Spiegel Inc.	3,000	+750
Fansteel Met.	1,030	+30
Kaiser Aluminum	nil	—1,000
Kaiser Industries	nil	—3,000
M.G.M.	2,000	+2,000
Am. Tobacco	1,500	+500
Cons. Cigar	2,000	+2,000
Philip Morris	1,500	+500
Glen Alden	nil	—1,000
Greyhound Corp.	4,400	+400
Vick Chemical	nil	—500
Prentice Hall	2,000	+2,000
Goodyear Tire	nil	—1,000
Mansfield Rubber	nil	—3,060
Mead Johnson	1,000	+1,000

THIS IS AN OIL FIELD ?

Both whales and man would be in a sorry fix if whales were still the main source of oil.

But man is ingenious, and has developed oil resources from the earth to meet his energy needs. If he hadn't, getting a tankful of fuel for the family car would be one whale of a job!

Here in Canada, where we average almost one automobile for every family, the right quality gasoline must always be available, and at the right price. Over the last 10 years, Imperial has spent $70,000,000 on equipment to improve gasoline quality—while over the same period the amount Imperial receives for a gallon of gasoline has gone down.

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Lenkurt Assumes Sales Direction

Lenkurt Electric Co. of Canada, manufacturers of carrier and radio communications equipment, has assumed direction of sales from its Vancouver headquarters.

Formerly, sales were handled by **Automatic Electric Sales (Canada) Ltd.** Both companies are members of **General Telephone & Electronics International Inc.**

It was reported incorrectly that Lenkurt would sell and service General Telephone products (**FP**, Jan. 28).

Two International Reports

BELGIUM:

It's racial and religious. *Belgium is bilingual and biracial. So is Canada. The mobs were shouting about pay and taxes but the real issue lay much deeper. Will we have to face these same problems?*

LATIN AMERICA:

The revolution has begun. *Some say Cuba is the first chapter, with 19 others to follow. From the signs today, they may be right, reports Maclean's Washington editor from the barricaded streets of Caracas.*

Parkin Associates are planning $200 million worth of projects right now.

The story of John C. Parkin

Canada's next look: flat-chested cities

No one has influenced Canadian architecture more, yet Frank Lloyd Wright called his "the flat-chested style". Here is what others think about Parkin, and what Parkin thinks—and does—about the cities we live in.

The crime of keeping worn-out bodies alive

Medical miracles often bring only more cost and needless suffering to those who are beyond hope. Here, a scientist speaks out for man's final right—to be allowed to die with peace and dignity.

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Company Reports

Banking

QUEBEC SAVINGS BANK (La Banque d'Economie de Québec), Quebec City, net profit of $172,675 for year to Nov. 30/60 was up 36.5%.

Total assets rose 18.2% to almost $53.6 million, total deposits increased 19.7% to $49.8 million.

Bank's holdings of federal and provincial securities totaled $20.1 million, up 42.8%.

Mortgage loans outstanding at Nov. 30/60, after providing for bad debts, were $7.7 million, up 4.3%.

Liabilities to the public increased 19.6% to $50.1 million.

Bank maintains 19 branches, 15 of them in Quebec City.

INCOME ACCOUNT

Years Ended Nov. 30:	1960	1959
Net profit	$172,675	$126,483
Less: Dividends	150,000	125,000
Surplus for year	22,675	1,483
Earnings per Share	$1.73	$1.26
Paid	1.05+0.45	1.00+0.25
Shares o/s at Nov. 30:		
Common, $1 par	100,000	100,000

BALANCE SHEET—MAIN ITEMS

As at Nov. 30:	1960	1959
Cash & deposits	$4,698,546	$4,298,874
Dom. & prov. secs.	20,084,659	14,068,447
Other secs.	27,505,145	25,702,695
Bank premises	1,142,917	1,135,154
Total assets	53,560,421	45,316,559
Deposits	49,784,580	41,606,117
Liab. to public	50,084,799	41,863,612
Capital stock	1,000,000	1,000,000
Reserve	2,000,000	2,000,000
Surplus	475,622	452,947
Liab. to sh'holdrs.	3,475,622	3,452,947

WESTERN ALLENBEE

Western Allenbee Oil & Gas reports a net loss of $15,661 in year to Sept. 30/60. Company's statement does not reflect portion of income from a disputed interest in 50% of Steveville gas well production, awaiting court decision. Company acquired assets of **Wain-Con Oils, Camford Explorations, Consolidated Peak Oils** and **Arawain Producers** in the year.

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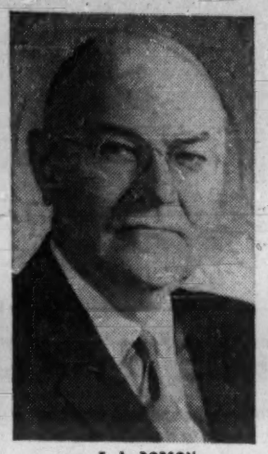
ANNOUNCEMENT

ROYAL BANK APPOINTMENTS

B. M. LAMONT



E. A. ROBSON

The Royal Bank of Canada has announced the appointment of B. M. Lamont as Supervisor of Banking Arrangements and of E. A. Robson as Supervisor of Foreign Exchange Departments, both with headquarters in Montreal. Mr. Lamont and Mr. Robson were formerly Assistant Supervisors.

CHANGES NAME

Morton Chemical of Canada is the new corporate name of **Panogen of Canada Ltd.**, a 12-year-old agricultural chemical company with headquarters at Winnipeg. The name change has been made to correspond with company's U. S. affiliate, **Morton Chemical Co.**, Chicago.

TANKOOS YARMON
LIMITED
Realty Investments

U.S. Plans May Mean Hope for Our Exports

Bold proposals for liberal trade policies have been made to President Kennedy by a Senate committee.

Others — in the same direction — have reached the president from within his own administration.

If implemented, these could bring new hope for increased Canadian exports to the U. S.

By C. KNOWLTON NASH

WASHINGTON — A double dose of liberal trade recommendations has hit President Kennedy.

With congressional protectionists sharpening their axes, Kennedy himself a somewhat hesitant liberal trader, and widespread talk of a "flexible" liberal trade policy, these new recommendations come out of the blue as a distinct, if pleasant, shock.

For Canada, the proposals could hardly be better. "They couldn't be any more on the side of the angels than they are with these," one Canadian official told **FP**.

If implemented, the recommendations would mean a major increase in business for Canadian exporters to the U. S.

This, however, is a substantial "if".

Nevertheless, even the fact that they have been made by highly important people will at least tend to blunt the protectionist drive on the White House.

The special interest in the recommendations is that they come both from a committee of Congress and from within the executive branch of the government. The congressional suggestions have been made public at, significantly, President Kennedy's request.

The proposals made from within the administration come from George W. Ball, an international lawyer and the new Under Secretary of State for Economic Affairs. But his ideas have been kept on the restricted list.

There have been enough leaks, however, to provide this picture of Ball's recommendations to President Kennedy:

- **Across** the board tariff reductions possibly by as much as 50%.
- **An end** to the cumbersome system of making tariff reductions item-by-item and a start on making such deductions for whole categories.
- **Long-term** extension of the Reciprocal Trade Agreements Act, possibly for five years or more.
- **Overhauling** of the "peril point" and "escape clause" protectionist amendments to the Trade Agreements Act.
- **Provision** of re-adjustment subsidies to industries hit by import competition instead of hiking trade barriers.
- **Making** wide use of the new Organization for Economic Co-operation and Development (OECD), and possibly making this a central part of U. S. foreign economic policy.

Some of these suggestions go far beyond anything contemplated by the Eisenhower administration. They even go beyond much of President Kennedy's own thinking.

For instance, Mr. Kennedy voted in the Senate against making the Trade Agreements Act permanent, and was against making its renewal period too long.

He also has fully supported the "peril point" and "escape clause".

The question of re-adjustment subsidies to industries hit by import competition, however, is a Kennedy idea that was featured in the Democratic convention platform on trade.

While these ideas have come to Kennedy from within his administration, even more liberal trade thoughts have come up from the Senate Interstate and Foreign Commerce Committee.

Its recommendations almost pick up the ultra liberal trading ideas of the Havana Charter of immediate postwar vintage.

The committee argues that the national interest is served best by a liberal trade policy and that difficulties because of imports in small sections of the country should not be allowed to frustrate the national interest.

Here are some of the committee's recommendations, some of which are startling in their boldness considering the protectionist climate of Washington.

Perhaps the most surprising suggestion is that the U. S. restrictions on trade with China might be reduced to bring them in line with restrictions on trade with other communist countries.

The committee recommends a code of ground rules to blunt dangers and extract advantages of East-West trade, to be worked out within GATT and OECD.

Pending a negotiated arrangement for East-West trade, U. S. commerce with certain communist countries should be conducted on the basis of bilateral commercial agreements.

The Trade Agreements Act should be amended to let the president negotiate with communist countries and, in particular, to allow him to restore most-favored-nation treatment for an appropriate advantage from the other side.

The Trade Agreements Act should be amended to let the president relax import restrictions with or without reciprocity "to facilitate the entry of products of an economically weaker country which falls victim to Soviet manipulation of trade for political purposes."

NATO should assume a more important trade role.

A subsidy program should be started for those industries seriously hurt by import competition.

There should be across-the-board reductions by a specified percentage on U. S. tariffs.

The president's tariff negotiating authority should be extended on a long-term basis.

"Peril point" and "escape clause" procedures should be modified.

In agriculture, defence essentiality and other areas where imports pose a threat, restrictions should be "the last, rather than first, remedy available."

Tied-loan policies should be avoided.

"Buy American" policies applying to government purchases should be confined to situations involving national security requirements and the claims of labor surplus areas.

U. S. policy should be examined with a view toward eliminating import restrictions on farm products.

The U. S. farm surplus disposal program should be conducted so as to avoid serious interference with the world market.

The U. S. should seriously consider reversing its past opposition to international commodity agreements.

United States should propose ways and means for stockpiling, allocating and distributing food surpluses within the framework of the UN Food and Agriculture Organization.

Import restrictions on non-agricultural raw materials should be progressively liberalized "with the present use of tariffs and quotas eventually replaced by a system of income guarantees on specified production levels. Domestic resources which cannot be economically exploited in the face of international competition should be preserved in mothball status."

An administrative arm should be established for GATT to speed action and cut red tape.

"Voluntary" export quotas, where found indispensable, should come under GATT guidelines.

The charter for OECD should be promptly ratified.

The Tariff Commission should investigate quotas, tariffs, taxes, etc. on imports from aid-recipient nations, and recommend which present restrictions could be reduced or eliminated without injury to the domestic economy or national security.

Because less-developed countries may be forced, for balance-of-payment reasons, to keep certain import restrictions, the president should be allowed to suspend the principle of reciprocity on a temporary basis in trade relations with such countries.

ANNOUNCEMENT

BANQUE CANADIENNE NATIONALE

ARISTIDE COUSINEAU

WILFRID GAGNON

HON. F. PHILIPPE BRAIS

Mr. Wilfrid Gagnon was elected Chairman of the Board of Banque Canadienne Nationale and Mr. Aristide Cousineau and Hon. F. Philippe Brais were elected Vice-Presidents of the Bank. Hon. J. M. Dessureault is also a Vice-President.

New Propane Firm Formed in West

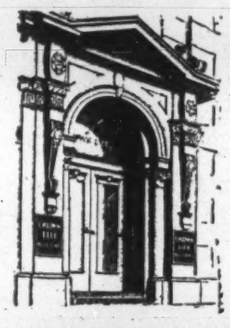
Petrolane Gas Service (Alberta) Ltd. has been formed to market propane in Western Canada.

The parent company, **Petrolane Gas Service Inc.**, is one of the largest LP gas marketers in western U. S. and Alaska.

The company plans major market development in western Canada to coincide with increasing production of LP gas from Alberta's expanding natural gas industry.

Spencer W. Pepper, formerly president of **Stewart Petroleums Ltd.** and **Progas Ltd.**, will be general manager. He is currently executive director of the LP Gas Association of Canada.

ANNUAL REPORT/DECEMBER 31, 1960



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ANNOUNCEMENT

MILLSPAUGH LIMITED APPOINTMENT

A. T. SUTHERLAND

Ralph C. Heys, President and Managing Director of Millspaugh Limited, Sheffield, England, announces the appointment of A. T. Sutherland as the Company's senior Canadian representative.

Mr. Sutherland, who was a director and the vice-president of Millspaugh (Canada) Limited, will be the technical representative of Millspaugh Limited, Sheffield, and will be responsible for the liaison between that company and the newly formed H.M.K. Sales Ltd. He will continue to maintain his close relationship with the Canadian Pulp and Paper Industry.

TORWEST RESOURCES

Acquisition of 70 claims, adjoining the **Craigmont Mines** property in British Columbia, is reported by **Torwest Resources**. Company is planning follow-up work on the basis of results of previous surveys.

ANNOUNCEMENT

TRADERS LEASING LIMITED

G. M. A. MONTEITH, C.A.
Vice President and General Manager

Mr. A. E. Naylor, O.B.E., President of Traders Leasing Limited announces the appointment of Mr. G. M. A. Monteith to the position of Vice President and General Manager of the Company.

Prior to this appointment, Mr. Monteith was Comptroller of Traders Finance Corporation Limited a position to which he came from partnership in the firm of A. D. Downie and Company, Chartered Accountants. His broad financial training and experience are unique qualifications in the rapidly growing field of Leasing in Canada. Traders Leasing Limited is a subsidiary of Canadian General Securities Limited.

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What You Should Know About the New Europe

Emergence of trading blocs in Western Europe is shattering conventional trading patterns between Europe and the Commonwealth, including Canada. The process of change has just begun and may take new and surprising turns . . .

15 What is good for Europe is good for its suppliers. Gain from increased European prosperity should largely offset loss from ECM tariff action, especially for Commonwealth countries that primarily export raw materials.

For Canada, the new tariffs will hit manufactures — though this may be partly offset by lessening discrimination against dollar imports (manufactures provide only 3% of Commonwealth imports to "The Six").

Canadian hard wheat is protected by quality and seasonal factors. Other Canadian food exports may suffer.

By The Economist Intelligence Unit, London
(Copyright for Canada The Financial Post)

European economic integration will have profound effects not only on the size and structure of Europe's economy, but also on its relations with the rest of the world.

It is in the interests of European nations that other countries should not suffer by their actions.

They are important customers for European goods so that any damage to their trade might, by reducing their purchasing power, react on European exports; the political repercussions of such damage could be very serious.

On the other hand, the stimulus given to growth by integration might raise European demand for goods from countries in other continents and so increase their purchasing power.

The rest of the world inevitably tends to look at the darker rather than the brighter possibilities. In the Commonwealth there is a good deal of apprehension lest the new European tariff setup should tend to divert trade.

But apart from those immediately concerned, those who fear that their own particular branch of trade will be hurt, plans for European economic integration are welcomed more often than not on the grounds that what is good for Europe will be good for its suppliers.

The size of such a gain is immeasurable. It will hardly be large in relation to total Commonwealth trade but it will be useful nonetheless.

Is it likely the losses entailed by European economic integration will be so large as to offset this gain?

The impact of the EFTA will be small.

Canadian wood and wood products will suffer from Scandinavian competition. The Swedes and the Swiss will compete with some Canadian manufactures in the British market.

The sisal growers of Portuguese East Africa may steal a march on those of British East Africa.

Conversely, the British leather industry may import more unmanufactured leather from India for processing and re-export to its EFTA partners.

Other sectors of trade will be largely untouched. On the basis of 1956 import figures, less than $168 million of the $4,452 million of British imports from the Commonwealth are likely to meet greater competition, and such competition need not prevent an increase in trade. The Commonwealth's small exports to the rest of the EFTA will be almost wholly unaffected.

The EEC, on the other hand, might be expected to have greater effects, but they may well be surprisingly linked. Two thirds of imports into the Six from the Commonwealth, valued at $2,117 million in 1956, consisted of raw materials and over 90% of this two thirds is accounted for by commodities on which the common external tariff of the EEC will be nil.

Part of the remainder is covered by tariff-free or tariff-reduced quotas. Hence the common tariff will have negligible effect on EEC-Commonwealth trade in raw materials as a whole.

The predominant influence will be the growth of demand in the community which should be accelerated by integration. Much the same may be said for the EEC's small imports of Commonwealth petroleum since the tariff on crude oil is nil.

The next biggest sector of EEC imports from the Commonwealth is temperate foodstuffs, with 15% of the total.

Three fifths of this, of which Canadian hard wheat is by far the biggest item, is protected by quality or by seasonal factors. There may be no expansion in trade but there need not be any shrinkage.

One fifth covering such products as barley, soft wheat, deciduous fruit and less important items such as butter might suffer badly as a result of greater self-sufficiency within the Six.

Of the remainder, meat, at present a small item, may have major opportunities of expansion, not because of any deliberate policy on the part of the Six but because European production is unlikely to keep pace with European demand.

If the authorities are prepared to let the consumer gratify his taste for more meat, then those very countries, Australia and New Zealand, which suffer most from the loss of trade may be able to counterbalance their losses by higher meat sales.

Next in importance come the tropical foodstuffs. Imports of these items from the Commonwealth into the EEC were valued at $291 million in 1956 against temperate foodstuffs' $316 million.

Nearly two thirds of the trade in tropical foodstuffs may suffer because of the free entry into the Six from their overseas territories.

The pressure on this trade will be limited for a number of reasons:

Tariff-free or tariff-reduced quotas are to be allowed for coffee and perhaps cocoa, at least for a time.

If vegetable oils from the Commonwealth cannot compete with the preferred oils from the overseas territories then the Commonwealth should be able to sell duty-free oilseeds to European crushers instead.

Independence may reduce the ability of French and Belgian Africa to take full advantage of the opportunities offered them.

But despite these qualifications, discrimination in favor of the overseas territories is the one feature of the EEC that seriously threatens an important sector of Commonwealth trade.

Finally less than 3% of EEC imports from the Commonwealth in normal years are exports to the EEC, its influence on Commonwealth trade will be generally expansionary.

The gain should, for the most part, outweigh the loss, notably among those Commonwealth countries which are primarily exporters of raw materials. There are, however, certain points at which the shoe may pinch:

- **the small** trade in manufactures, which would suffer if the EEC adopts restrictive quota policies;
- **temperate** foodstuffs, which will benefit from greater demand in the Community only if agricultural policy there leans, in effect, towards maximum production rather than maximum efficiency; and
- **tropical** foodstuffs, more especially cocoa and coffee.

The trouble about these items is that production for export on the grand scale is limited to three Commonwealth countries, Ghana, Nigeria and British East Africa.

For all of them the Six is a major export market.

They are all likely to suffer at the very least some serious economic disadvantages and their sufferings will most certainly generate political resentments unless the system at present proposed by the Community is modified.

Current plans for European economic integration, apart from the black spots mentioned above, imply gain rather than loss to the Commonwealth. But the gain will be small. Meanwhile Britain, the most important market for almost all other Commonwealth countries, will itself be reaping little gain from membership of the EFTA.

It has held back from the closer integration proposed by the Six on the grounds that it cannot modify the system of Commonwealth free entry by participating in the customs union.

But is this holding back justified? Is there no possibility of British participation without serious loss to the Commonwealth? This question, now being examined in the U. K., will be considered in our final article.

Which Will Gain . . . Which Will Lose

Imports into "The Six" from Commonwealth, 1956

	$ million	%
Tariff-free raw materials which may gain from faster expansion of European demand	1,277	60
Other raw materials, mostly covered by tariff-quotas, and including some minor raw materials which will enter tariff-free	137	6
Temperate foodstuffs protected by quality or seasonal factors	190	9
Temperate foodstuffs which will be hurt	70	3
Other temperate foodstuffs (of which meat $16.8 million)	56	3
Tropical foodstuffs, cocoa, coffee & vegetable oils, which may be severely damaged by competition from French Africa and Belgian Africa	160	8
Other tropical foodstuffs, principally oilseeds ($104 million)	137	6
Manufactures	59	3
TOTAL, including other items	2,117	100%

Faster Service In Rail Merger

Service to the Eastern U. S. will be improved for Canadians using branches in Western Canada of the **Northern Pacific** and **Great Northern** railways, following their proposed merger with th **Chicago, Burlington & Quincy,** according to W. A. Lemon, general agent for the Northern Pacific in Toronto.

Plan is to consolidate services west of Chicago by using shortest line mileages.

Great Northern operates a passenger and freight line from Seattle to Vancouver, through Blaine, Wash., and New Westminster, with about 70 mi. of track in Canada.

Principal freight movements southward include forest products and gas and oil products.

The railway, through Northern Pacific, which it controls, owns **Midland Railway of Manitoba** with freight and passenger service from Winnipeg to the U. S. border at Emersor Junction and Pembina, 68 mi.

Southward movement consists principally of chemical and paper products.

A few Canadian shareholders and bond owners, mostly in Western Canada, would be affected by the consolidation, it is understood.

A new consolidated mortgage issue is planned. Shareholders of the three lines will meet in April and May.

ANNOUNCEMENT

OSLER, HAMMOND & NANTON LIMITED MORGAN, NICHOLSON LIMITED

PETER E. DRAKE

ROBERT J. BARBARY, A.I.I.C.

Mr. Peter E. Drake has joined the Toronto offices of Osler, Hammond & Nanton Limited and Morgan, Nicholson Limited as an account executive. Mr. Drake has been active in the general insurance field for a number of years and brings a wide experience to his new position.

Mr. Robert J. Barbary has joined the staff of Osler, Hammond and Nanton Limited and Morgan, Nicholson Limited managing the fire and multi-perils department of the Toronto office. Mr. Barbary commenced his insurance career in England. Since 1956, he has worked in insurance organizations in Canada and is well qualified to service the clients of these companies.

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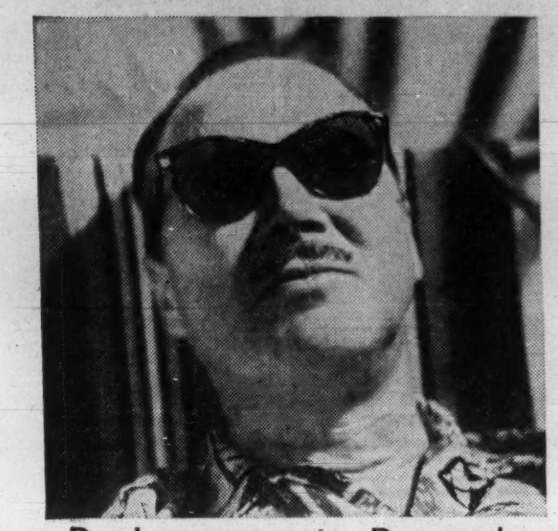
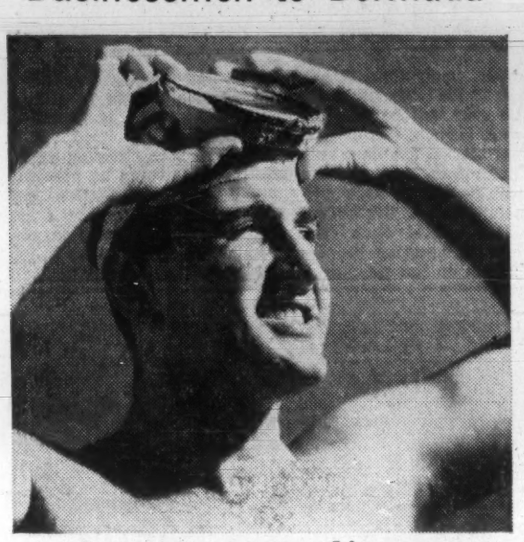
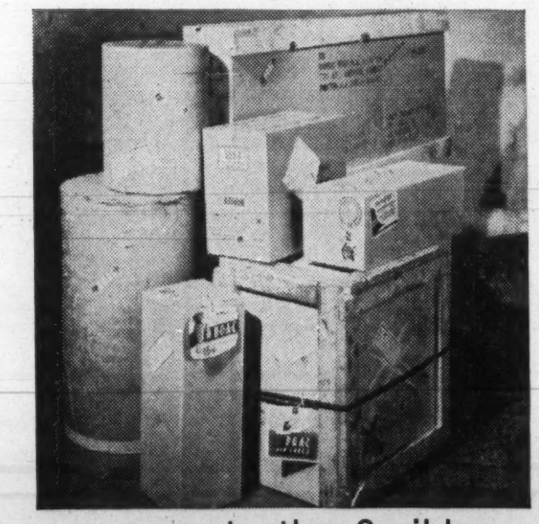


Businessmen to Bermuda



Aquanauts to Nassau

Jewels to Jamaica



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What Investor Should Know About Winnipeg's New Metro

By J. K. EDMONDS

WINNIPEG (Staff) — Winnipeg's new Metro government, now a month old, is knee-deep in administrative chores involved in creating a new corporation with 1,700 employees, and awash with investment men wanting to find out how Metro is going to shape up from the investor's point of view.

But officials and councillors are putting their main effort into getting off on the right foot with the taxpayers in the 19 municipalities of the Metro area and with their local councils.

Winnipeg elects its Metro councillors directly—from districts that cut across municipal and ward boundaries.

But Winnipeg Metro's bills go to the municipal and city councils, to be added to the local tax load.

Winnipeg Metro's first budget, which had to be struck in time to send bills to the municipalities by Jan. 31, gave residents of Greater Winnipeg a look at what the new level of government will cost and how it's going to be paid for.

Just under $5 million of Metro spending in 1961 will have to be covered by tax revenue. Metro points out that $3.8 million of this is equal to 1960 spending by the municipalities on services transferred to Metro, leaving only $1.2 million of new Metro spending for 1961. (Only 55 of the 1,700 employees are new.)

Metro made a good college try at getting a good part of this from the provincial government. In fact, it asked for $2.5 million interim assistance.

No one seriously expected the province to come through with anything like this amount, since Premier Roblin has tax problems of his own.

What Metro got was $110,000 for organization costs before take-over.

And there's a promise to consider other requests for possible later action.

The rest had to be spread among the area municipalities as fairly as possible, using some combination of the business and property tax on industrial and commercial property and a general levy on the "equalized assessment" as a basis for the split.

What the council proposed, after figuring various alternatives, was a split based on 50% of the yield of business tax (which would produce $2.25 million), the rest from the general levy.

Assiniboia and Brooklands, two municipalities whose tax load would have been increased by more than 25% above the average metro increase, were left out of the calculation of the business tax.

This kept the increase in mill rate on equalized assessment as uniform as possible across the metro area.

The Jan. 31 bill isn't the only financial effect of Metro on the area municipalities. Fees for service (e.g. water rates) have been recalculated on a uniform basis.

Cost of servicing some $9.5 million of debt associated with the services to be transferred to Metro are being assumed by Metro, and there are problems of equalization involved in this transfer.

Metro isn't yet responsible for all the services for which it budgeted. On Jan. 1, it took over transit, sewage and water, assessment and the functions previously attached to the Metropolitan Planning Commission (an advisory body with no teeth).

Tentative schedule for the remainder shows Metro taking over mosquito abatement Feb. 1, zoning, building inspection and permits, civil defence and parks April 1, and major streets on May 1.

Metro Chairman R. H. Bonnycastle has stoutly resisted pressure to take over functions until his administrative machinery is ready to cope.

From the investor's point of view, Metro's chief importance will be its impact on development and financing within the Greater Winnipeg area.

Metro itself hopes to work to five-year and 10-year financial and physical plans, which will have to be dovetailed with plans of municipalities.

Metro's power to control development is broad, since it will be responsible for the major street plan and for the zoning and building inspection and permits, sewer, water and transportation.

In addition, Metro has the right to alter its allocation of tax levies and to appear before the Municipal Board if municipalities seek authorization for borrowing that conflicts with Metro programs.

Officials expect that Metro's long-range capital spending plans will be made public when they've been hammered out.

At this point, however, they're more concerned with response to their first short-run spending plans as revealed in this first budget.

Avro Spending $1 Million Sees $10 Million Sales

Avro Aircraft Ltd. will finance its entry into a new field — manufacture of vending machines — without having to sell any new securities, according to Air Marshal W. A. Curtis, vice-chairman of parent **A. V. Roe Canada Ltd.**

About $1 million will be spent on new tooling and equipment, to permit Avro to undertake the new venture, said Roe's aeronautical executive vice-president, Harvey R. Smith.

He predicts the new operation will have an output worth $8-$10 million in three to five years.

The $1 million outlay does not include the value of existing but idle facilities at the Avro plant, which will be employed in the manufacture of the vending machines.

Avro has signed an agreement with **Automatic Canteen Co. of America,** Chicago, for Canadian production of cigarette, food and beverage dispensing machines designed by Automatic Canteen's subsidiary, **Rowe Manufacturing Co.**

Avro will also make coin-operated music machines and background music equipment designed by another Automatic Canteen subsidiary, **Automatic Music Inc.**

Under a separate agreement to be announced soon, Avro is to manufacture dollar-bill changers, which are made in the U. S. by a recently acquired subsidiary of Automatic Canteen, **ABT Manufacturing Co.**

Smith said that Canada has some 35,000 vending machines. Population figures indicated that Canada should have five to 10 times that number to be as well served as the U. S., he said.

On the same basis, sales of products through vending machines here should be $250 million annually. Avro's conservative estimate of potential, Smith said, is $100 million a year.

This would be a tripling of 1959 sales when Canadian put $33.7 million into vending machines, up 28% from 1958. Cigarettes accounted for $19.9 million, or 59% of the total sales.

"More than 85% of the automatic vending machine and background music equipment used in Canada is imported," Smith said.

"We expect to attain the major portion of this market."

He added that while some components might be imported initially, Avro hoped eventually to make the Automatic Canteen equipment entirely in Canada.

Avro will spend six to 12 months tooling up for production, Smith said. This phase will give employment to about 100.

"By the third, fourth or fifth season," Smith said, "it is entirely possible that this business will be in the $8 million-$10 million range."

"If all goes well, we will eventually require some 500 employees for this operation."

Avro operations were sharply reduced two years ago, when the Canadian government cancelled Avro's contract for development of the Arrow jet interceptor.

Automatic Canteen, largest of U. S. vending firms, predicts that its 1961 sales will reach $200 million, and profit $6 million. In its 1960 fiscal year, sales were $173.3 million and profit $3.9 million or 73c a share.

Automatic Canteen designs and manufactures its machines, and operates many of them. Avro, on the other hand, will confine its activities in this field to manufacture of machines.

An Automatic Canteen subsidiary, **Rowe Ami Sales Co.,** will distribute the Avro-made machines in Canada.

The agreement with Avro is similar to manufacturing agreements which Automatic Canteen has with other companies in Japan, Sweden, the U. K., Germany, and Benelux. It is soon to make similar arrangements in Italy and France.

Corby Net Up In First Quarter

MONTREAL (Staff)—Unaudited consolidated net profit of **H. Corby Distillery Ltd.** for first quarter to Nov. 30/60 was up 2.8% t $522,104 from $507,692 in comparable 1959 quarter.

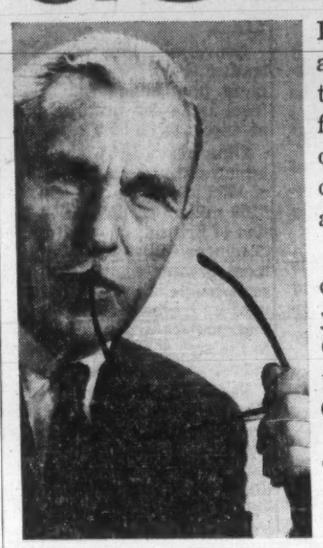
Earnings per share 47c (46c).

Here are comparative details:

3 mos. ended Nov. 30:	1960	1959
Net earnings	$623,643	$604,364
Less: Depreciation	30,404	33,583
Inc. tax	571,135	563,089
Net profit	522,104	507,692

there's no room for

GUESSING



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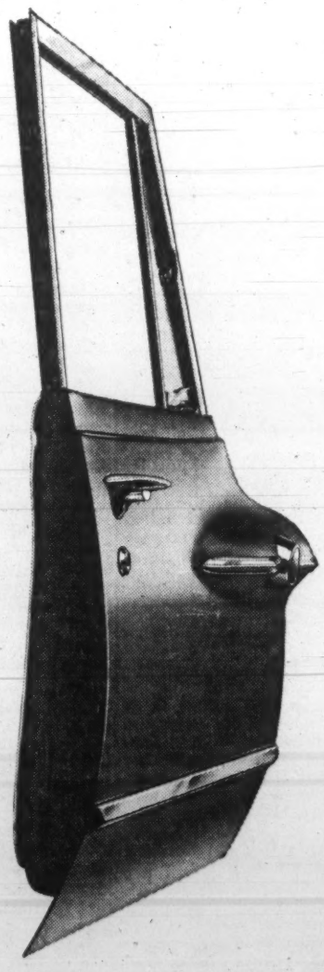

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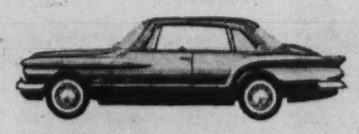

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FP reports on EUROPE

ECM Gains Lustily, Output Goes Up 12%

By ERNEST WAENGLER

EARLIER forecasts that the expansion rate of industrial production in the six countries of the European Common Market would show a marked slowing down for 1960 were premature.

The latest estimate by the ECM executive council is a 12% gain in industrial output over the 1959 total.

However, only three ECM members, Italy, West Germany and France, showed a marked increase in the last quarter, while Benelux remained at approximately the same production level as a result of troubles in Belgium, labor shortages in Holland and stagnating foreign demand.

But Germany, as well as the Netherlands, reports intensification of the labor shortage, while Belgian unemployment is on the increase. Italy, too, still has substantial labor reserves while in France the supply and demand for manpower are approximately in balance.

* * *

ONE OF the most remarkable economic developments in Europe during 1960 was the foreign trade of France.

Imports increased to $4,800 million (1959: $3,800 million) and exports to $4,750 million (1959: $3,790 million), leaving a deficit of only $50 million. However, since French trade statistics count CIF values of imports and FOB values of exports, the trade balance can actually be considered slightly favorable.

Canada benefited enormously from the rise in French imports. In the first 11 months of last year, Canadian shipments to France were valued at $66 million, compared to only $37 million for the same period of 1959.

Imports of French goods to Canada actually declined, from $43 million for the first three quarters of 1959 to $37 million for Jan.-Sept. /60.

France has been especially successful in its foreign trade with agricultural products, which brought a $60 million surplus, compared to a $20 million deficit in 1959.

This part of French trade is being watched with some apprehension by Canada, since it reflects the growing importance of France as a wheat supplier to the rest of Europe.

* * *

TURKEY has received credits from the International Monetary Fund and the Organization for European Economic Co-operation which will enable it to expand imports to $500 million per year.

A two-year import program is currently being worked out by the Turkish government which, according to official sources, will promote imports that stimulate the Turkish economy and discourage those that lead to "unhealthy" competition with domestic industry.

Quota restrictions will remain in force, but new categories will be added to the list of liberalized goods.

Canadian-Turkish trade is still small, but developing in the right direction. Exports in the first 11 months of last year were valued at $1,626,000, nearly 2½ times as much as the year before.

* * *

SELF-SERVICE food stores, which started as a modest experiment in Europe only about a decade ago, have definitely conquered the market, according to the Productivity Centre of the European Economic Council.

To Canadian producers of canned goods, as well as other branded or pre-packaged food items, including frozen foods, this could mean an important new market.

European self-service grocery stores are not primarily part of food chains or large super markets. Most are operated by small independent grocers. In the 13 OEEC countries, the number of self-service food stores has increased from 164 in 1948 to 36,294 a year ago.

In first place is West Germany, where the first such store was opened in 1949 and which had 17,132 at the beginning of 1960. In relation to the size of population, Sweden has most.

It is estimated that by 1970 one half of total retail sales of food products in Europe will be made by self-service stores. According to the same report, supermarkets will continue to play a much smaller part than in Canada and the U. S.

* * *

WEST GERMAN efforts to cope with the vast surplus in foreign payments have received unexpected help from tourism. Last year, German tourists spent nearly twice as much in other countries than the amount spent by foreign tourists in Germany.

The $180 million tourist deficit chalked up in the first three quarters of 1960 was 50% higher than the deficit for the same period of 1959.

Austria, Italy and Switzerland got the largest slice of the German tourist bonanza, but the fact that Germans spent $35 million on travel in the U. S. has stimulated interest among other non-European countries in travel promotion aimed at Germans.

* * *

THERE WILL be no competition in food products from the Soviet Union in 1961, according to most Western observers.

Reports in the Soviet press indicate that the 1960 harvest has been even worse than forecast, and almost certainly smaller than in 1959. With rare candor, Soviet papers blame not only the weather, but also bad organization and poor quality of machinery.

In the Kazakstan district, they say, 18,000 tractors and over 50,000 reapers were idle because of mechanical breakdowns and inadequate repair facilities. As a result, total crops in 1960 are said to be almost 30% less than the quota set four years ago.

Even two years ago, the government publicly admitted that the inferior quality of bread was due to a shortage of bread grains, which forced mills to use a certain proportion of feed grains and potato flour.

With the per-capita production of wheat still falling, the threat of Soviet competitive pressure in world markets seems remoter than ever.

Broker-Dealers' Numbers Down

Members of Broker-Dealers' Association of Ontario were warned against excessive mailings or use of flamboyant sales material by Malcolm A. Moysey, chairman of the board of governors, at association's annual meeting.

He reminded them of a 1954 Ontario Securities Commission directive that any member or associate member who fails to exercise self-discipline, discretion and reasonable restraint in stock selling will be subject to immediate expulsion.

Lack of broad public interest in speculative mining and oil shares in 1960 did not have much effect on association's membership.

It stands at 107, down from 112. Associate membership is 233, down two.

Eleven membership applications were received, of which four were refused.

Sixty associate memberships were considered, 51 accepted. Fines were imposed on five members, none in previous year. One member withdrew from business; clients were paid in full.

Company Reports

Financial

TORONTO GENERAL TRUSTS CORP., Toronto, net profit in /60 was $460,629, up 3%.

Total assets under administration rose 5.3% to over $607 million. Estates, trusts and agencies account rose 4.4% to $521.4 million.

Reserve fund was increased to $4.2 million by a $200,000 transfer from undivided profits.

An offer of $72 per Toronto General Trusts share, made by a Canadian financial group which includes **Toronto-Dominion Bank** (FP, Jan. 14, has been extended to Feb. 3. Original closing date was Jan. 20.

"A very large majority of shareholders" have accepted the offer, according to the agents, **Wood, Gundy & Co.**

As at Dec. 31:	1960	1959
Liabs to pub., etc.*	$78,270,110	$70,000,397
Shareholders' equity	7,418,372	7,197,743
*Secured by:		
Mtges. & sls. agrees.	30,390,416	30,094,305
Office premises ..	1,789,000	1,711,000
Liquid assets ...	53,509,066	45,392,835
Total	85,688,483	77,198,140
aIncludes stocks and bonds.		
Estates account	$21,379,683	499,349,564
Net profit	460,629	447,488
Earned per Share .	$3.07	$2.98
Paid	1.60	1.60

Furniture Selling Swinging Back To Door-to-Door?

MONTREAL (Staff) — **Son-Mark Industries Inc.**, Philadelphia, has purchased four door-to-door sales companies to extend the Hartney organization.

Cartier Ltd., Trois Rivieres, **Laumay Ltd.**, Levis, **T. Gaudet Ltd.**, Chicoutimi and **Quebec Home Equipment Co.**, Montreal, have a combined sales force of approximately 150 selling small household appliances directly to the public.

The companies will be absorbed into Hartney's.

Salesmen carry catalogues and samples. President Fred Michaels of Hartney's told FP that selling furniture by the door-to-door method will bring back a trend prevalent years ago.

"It could even revolutionize furniture selling," he believes.

Last August, Son-Mark purchased all outstanding stock of **Hartney Co.** which operates three furniture and appliance stores in Montreal.

Further expansion plans call for six new stores to be added during the year in Quebec and the Maritimes.

Newfoundland Still Seeks Third Paper Mill

MONTREAL (Staff) — The tempting picture of a third paper mill for Newfoundland has been brought out again by Premier Smallwood.

In the Speech from the Throne, opening the 32nd General Assembly of the province, it was announced timber limits had been re-drawn to allow room for a third mill.

It marks the eighth time Newfoundland has tried to attract a new paper operation, said the Premier.

However, pulp and paper men are skeptical about the province's chances, at least during next two or three years. They say the pulp market is weak now, with plenty of capacity in hand.

Newsprint looks better.

But with the possibility of a seven-day work week—equivalent to adding another 750,000 tons capacity — becoming general, companies are not expected to launch any major building project in the immediate future. (FP, Jan. 14).

Anglo-Newfoundland Development Co.'s mill at Grand Falls went on a seven-day week earlier this month.

Crown Zellerbach studied Newfoundland a couple of years ago, with the thought of perhaps moving in beside **Bowater's** and Anglo-Newfoundland, but the project was shelved.

A new mill would mean an economic boost for Newfoundland. Smallwood says it would create between 7,000 and 8,000 new jobs and a new town.

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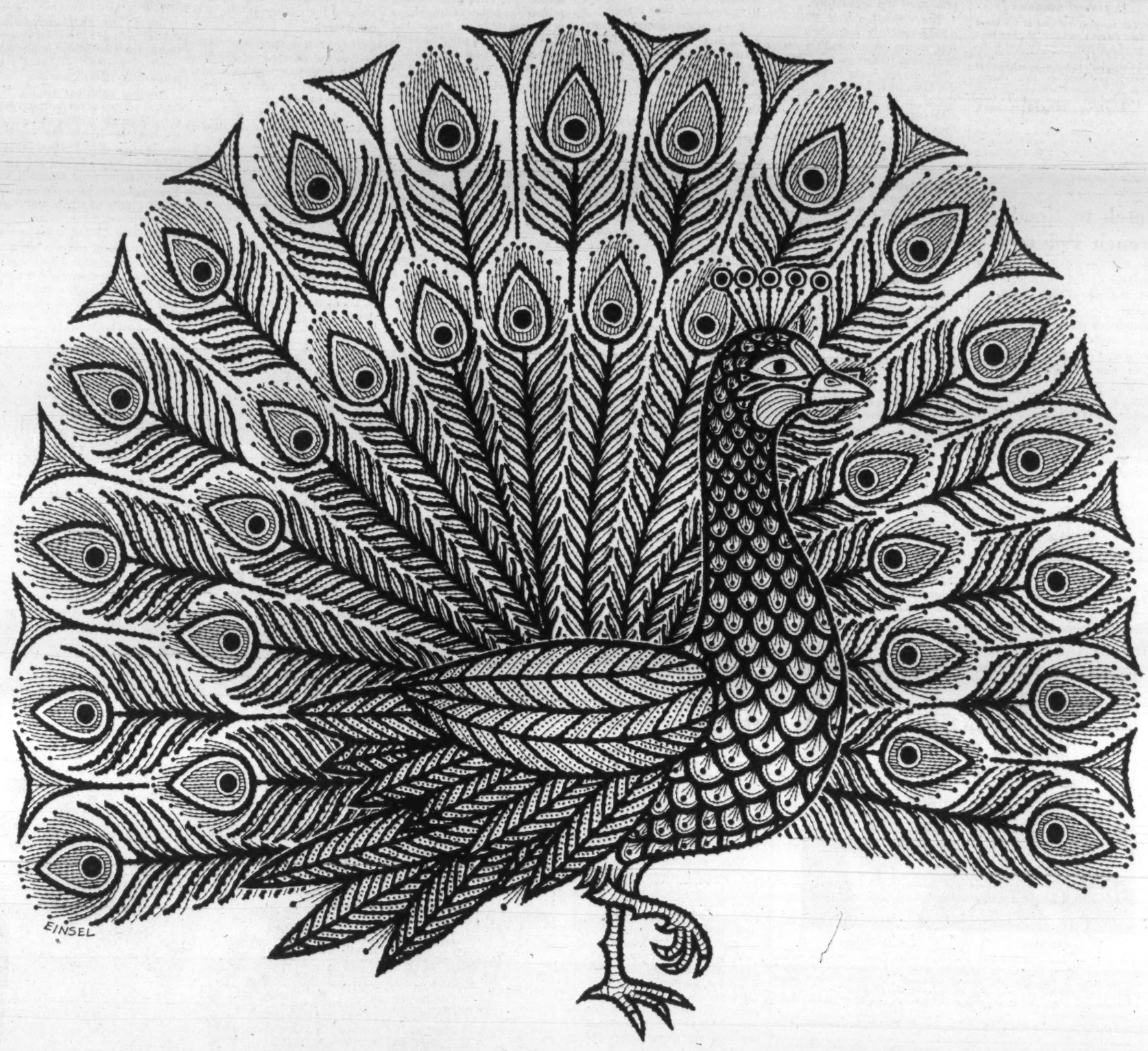

Underneath it all he's just another bird

The peacock depends on his brilliant plumage for his personality as well as his protection. Without this glorious protective coating, he would not only lose his identity, but would be hard pressed to survive the elements.

The same holds true for your products, too. Without a finish to beautify and protect, they lose not only their distinctive personality, but much of their durability as well. This is why it is so important to choose your source for finishes with the utmost care and discrimination.

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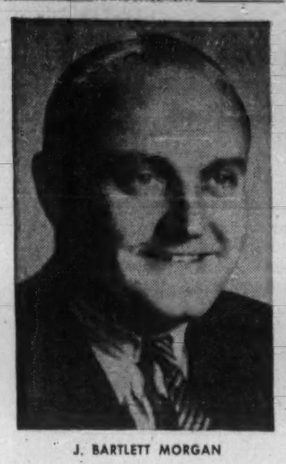

J. BARTLETT MORGAN

J. Bartlett Morgan, chairman of the board of Henry Morgan and Co. Ltd., has been appointed a director of the Bank of Montreal.

Mr. Morgan is also president of Morgan Estate Holdings Ltd., Morgan Realties Inc., Morgan Insurance Services Ltd., and Morgan Storage and Van Lines Ltd., and is a director of the Hudson's Bay Co., Morgan Trust Co., the Canada Trust Co., Canadian Aviation Electronics Ltd. and the Miron Co. Ltd. He is a member of the Canadian advisory board of the Royal Exchange-Atlas group.

Hatch to Head French Polymer

R. E. Hatch has been named president of the recently organized **Polymer Corp. (SAF)** in France.

Hatch is a director of Canada's Crown-owned synthetic rubber producer, **Polymer Corp.**, Sarnia.

The new French corporation has been organized by Polymer Corp. in partnership with the **Banque de Paris des Pays-Bas** for purpose of constructing and operating a specialty rubber plant near Strasbourg. (**FP**, Nov. 5). Estimated cost is around $12 million.

Chairman of the board of directors of the French company is E. R. Rowzee, president and managing director of Polymer Corp. Other directors are: J. P. Fontaine, Banque de Paris et des Pays-Bas; R. E. Hatch; F. Vernhes, **Societe Francaise Polysar**, Paris; S. Wilk, Polymer Corp.

FP reports on YOUR TAXES

Health, Welfare Cost Makes Sales Tax Likely in Ontario

By J. G. McDONALD, LL.M.

WITH BUDGETARY deficits looming on all sides both in Ottawa and in the provincial capitals, imposition of a provincial sales tax by Ontario seems a virtual certainty in the current session of the legislature.

The Canadian Tax Foundation recently published an interesting memorandum on provincial finances for 1960 1961. Based upon reports to the Dominion Bureau of Statistics, it shows that provincial expenditures across the country for the current fiscal year will be $2,756 million, and revenues will be $2,550 million.

Expenditures on highways and education this year for the first time will be surpassed by the cost of hospital health and social welfare plans across Canada.

Health and welfare expenditures alone will consume 25% of Ontario revenues. The national total in this category is $718 million and this aggregate expenditure is in addition to federal expenditures by the Department of National Health and Welfare of over $2 billion.

All of which demonstrates that if the general public insists upon publicly financed health and welfare schemes, it must pay the price in higher taxes.

Nature of Asset Changes with Use

In the recent case of **Algoma Central & Hudson Bay Railway Co.**, the Exchequer Court affirmed the rule that the character of capital assets may be changed by the manner in which those assets are dealt with and used.

At the time of its formation at the turn of the century, Algoma Central received subsidies from the federal government and from the government of Ontario in cash payments and land grants.

The subsidy payments were explained by the enabling statute enacted by the Ontario legislature as necessary — "owing to the undeveloped character of the country through which [the railway] will pass [and because] the traffic of the railway for some years to come will be limited to carrying timber and mineral ores and will not be of sufficient value to produce a revenue on the capital invested."

The cash subsidies received by the railway company were not treated as income by the Department of National Revenue, because they were paid to help finance the construction of the line. Land received by the company as grants was not sold, but was exploited through granting mineral exploration permits and timber licenses.

The issue before the Exchequer Court was whether prospecting fees and timber stumpage payments received by Algoma Central in the years 1953-56 were taxable as income under the Income Tax Act.

The court held that they were taxable because the company, although it had received the lands in question as capital assets, had made the exploitation of those lands an integral part of its business over the years.

Although the court did not say so directly, it would appear that if any of the lands in question had been sold outright, the proceeds of sale could have been taxed upon the same principle.

Firms Have Trouble Making Capital Gains

One of our tax judges once remarked that it is easier for a camel to go through the eye of a needle than for a corporation to lay claim to a tax-free capital gain.

This probably overstates the position, because companies clearly are not taxable upon profits derived from the sale of what are normally described as fixed assets such as machinery and plant.

In border line cases, however, it is certainly more difficult for a company than for an individual to sidestep income tax liability upon the ground that the transaction was merely a realization of capital assets.

This was illustrated recently in the English case of **Forestside Properties (Chingford) Ltd. vs. Pearce.**

In that case the taxpayer company was originally incorporated for the purpose of creating or dealing in real estate. It acquired many properties but was unable to sell them because under the U. K. Rent Acts prior to 1955, a landlord was not permitted to evict overholding tenants.

Company's directors, therefore, resolved at a meeting of the board held in 1951 that company's property should be held as investments for the future.

Subsequently, in 1955 and 1957, company sold several properties at a profit, and argued that the profit was not income for tax purposes.

The court held that the taxpayer had merely resumed its original business as a trading company and the profits were, therefore, taxable.

Dew Line Supply Argument Must Be Settled Next Week

WINNIPEG (Staff) — The argument over who's going to fly supplies to the Dew Line will have to be settled by next week.

The change from Edmonton-and-Montreal to Winnipeg-and-Churchill as bases will apply to the contract year beginning July 1.

Federal Electric — the servicing agency — wants to know where it stands by mid-February so it can start moving personnel and equipment to the new bases.

The company has recommended the change to the U. S. Air Force.

The neatest-appearing solution to the problem of dividing up the air-lift business contains a kicker that would cause problems when the Air Transport Board's next big headache — disposing of TCA's milk run — comes up.

Here's how it would work — and why it probably won't.

The Dew Line supply job consists of two parts — the vertical supply line and the lateral supply line.

On the lateral line, no one of the three carriers involved **(PWA, Nordair, Transair)** has any marked advantage in facilities and landing rights.

But Transair is the only one with landing rights and hangars at Churchill.

Solution: let Nordair have the lateral run (about a third of the business) and arrange a merger between Transair and PWA.

Apart from the fact that both companies deny any merger negotiations, this move would complicate the milk run switch.

Chief contenders for the milk run are Transair and PWA. If they merged, it would be difficult for Ottawa to assign them the milk run without running into charges of creating a monopoly.

There's no guarantee either carrier will get the milk run — there are two other applicants — but neither is likely to jeopardize its chances.

Another solution: Giving the lateral route to Nordair and letting Transair and PWA agree on how to divide the vertical business — goes against human nature.

Both firms hope to get it all, Transair by digging its heels in on its Churchill rights and PWA by delaying the switch to Manitoba.

Delay would cause a political explosion in Manitoba, where the Dew Line contract has more significance than the business it will generate would appear to warrant.

It's regarded as the first step in a northern development policy the Manitoba government has been plugging for years.

Industry and Commerce Minister Gurney Evans has pulled every wire there is to get acceptance of Manitoba's view that Churchill is the cheapest supply base.

He seems certain there'll be no hitch in the switch.

Transair is counting heavily on its advantage in being licensed at Churchill. The other two carriers aren't pressing very hard for a chance to get into Churchill, since that would mean throwing their own bases up for grabs.

Transair will need aircraft and pilots, but shows no marked enthusiasm for taking over the equipment now used by the existing carriers.

ANNOUNCEMENT

ROYAL BANK APPOINTMENTS

C. AYEARST

G. H. MERCIER

The Royal Bank of Canada has announced the appointments of C. Ayearst and G. H. Mercier as Supervisors, Commercial-Industrial Development, with headquarters in Montreal. Mr. Ayearst was formerly Manager and Mr. Mercier Associate Manager, Commercial-Industrial Development.

RYERSON AWARDS

Ryerson Press of Toronto will award $1,000 annually for the best prose book manuscript by a Canadian author under 30. Conditions are set out in a booklet available from company.

ANNOUNCEMENT

THE CANADA PERMANENT TRUST COMPANY

J. I. MACLAREN C. F. MACKENZIE

The election of J. I. Maclaren and C. F. Mackenzie to the Board of Directors of The Canada Permanent Trust Company is announced by Henry S. Gooderham, President.

Mr. Maclaren is President and Managing Director of Marine and General Agencies Limited, Halifax and a Director of Maclaren Hope Limited.

Mr. Mackenzie is General Manager and a Director of Canada Permanent Mortgage Corporation, Toronto.

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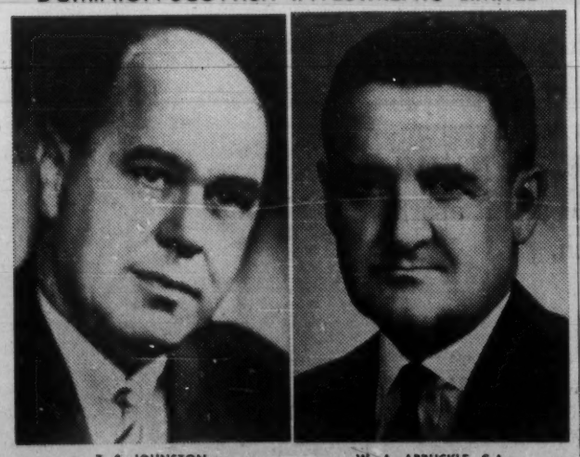
DOMINION-SCOTTISH INVESTMENTS LIMITED



T. S. JOHNSTON W. A. ARBUCKLE, C.A.

It is announced that Mr. T. S. Johnston, President of Interprovincial Pipe Line Company, has been elected to the Board of Directors of Dominion-Scottish Investments Limited and that Mr. W. A. Arbuckle, C.A., has been elected Chairman of the Board to succeed the late George D. Kirkpatrick.

Pacific Gas Rights Issued

Rights issued to shareholders of **Pacific Gas Transmission Co.**, to buy $13,260,000 (U. S.) debentures, expire Feb. 8.

Offering is in the ratio of one $100 debenture for each 16 2/3 shares of stock held Jan. 11 (**FP**, Dec. 17).

The 5½% subordinated debentures, due Feb. 1/86, are convertible until Jan. 31/71 on the basis of seven shares per $100 debenture. Debentures are being issued only in multiples of $100.

Stock was quoted on the unlisted market this week at $16½-$17, debentures at $129-$131, and rights at $1.70-$1.80.

Unaudited balance sheet at Oct. 31/60 shows total assets of $20,188,579, including current assets of $7,346,384, investment in **Alberta Natural Gas Co.** of $2,904,446, and net gas utility plant of $9,688,863.

Current liabilities totaled $342,130.

An additional $90 million first mortgage bonds are to be issued, to help finance pipeline from the British Columbia-Montana border to the Oregon-California border.

COMMERCIAL MINERALS

Commercial Minerals oil revenue was $29,916 in year to July 31/60. Expenditures and investment loss, however, exceeded all revenue by $8,455. Company is seeking financing arrangements to retire remaining debt held by **Sarcee Petroleums.** Debt would be discounted 50% if paid before March 29/61.

THE STAR WEEKLY REACHES SHOPPERS BEFORE THEY SHOP

Put your advertising in The Star Weekly, and it works for you—all week. In fact, most people who see your ad have seen it prior to the heavy shopping days. The Star Weekly goes on sale Monday, coast to coast.

FACT: 85% of all Canadian retail food sales are made on Thursday, Friday and Saturday.

Selling Barred, But This School Makes Business

Could you build sales by "educating" your customers?

This idea is paying off for Bill Kitchen and Al Burnes of **Lansing Building Supply Ltd.**, Willowdale, Ont.

It might work for you, if you are in the do-it-yourself business.

Kitchen, who owns the firm, and Burnes, the sales manager, have launched their third annual weekend carpenters' school.

Enrolment, limited to two classes of 75 students each, was filled within two days of opening.

A long list of rejected students have received an apology, and an invitation to register early next year.

The firm had to cancel advertising scheduled for weekly newspapers to head off an even larger flood of applicants.

Kitchen and Burnes, both 34, both Bachelors of Commerce from the University of Toronto, share lecturing duties in the two 1½ hr. classes held for four Saturdays at 9 a.m. and 2 p.m.

Curriculum ranges from strapping and framing to insulating and waterproofing, includes a short course on where to find the money.

"When it's finished, they know as much as I do," says Burnes.

Everybody is supplied with pencils, pads, name tags, "idea kits" and 30-day charge accounts.

Burnes, dubbed "professor" by students, brightens his talk with home-made color slides of recreation rooms in various stages of gestation.

(The slides do double duty and salesmen use them with portable projectors when calling on prospects.)

The classroom is an oversized model recreation room in the basement of Lansing's main building. During the course, wall paneling and ceiling tile is torn off and nailed on again for the benefit of succeeding classes. Lectures end with coffee and doughnuts, and discussion of students' building problems.

Handymen are invited to bring their wives — "if you wish" — and eight to 10 ladies register for each class.

Naturally, nostalgic old grads, when the time comes for hammer and saw, return to the Lansing alma mater for lumber, nails, tiles, wallboard and assorted hardware.

These will cost them about $325.14 if they follow the recommendations of the "professor" for a well-finished recreation room in "super-satin-surfaced African mahogany plywood", 12 ft. by 20 ft. by 7 ft. high, with one door and two windows.

There is no selling in the classroom.

"We're not pushing products," says Burnes, "we're pushing do-it-yourself.

"We don't sell materials, we sell ideas."

For students who don't quite make the grade, or whose courage falters, Lansing offers a way out. It keeps a list of available local tradesmen who will intervene in an emergency and bail the duffer out at $25-$30 a day.

Or, for the home-owner who has a realistic idea of his manual dexterity from the outset, Lansing will take on the whole job as a package.

The course concentrates on recreation rooms. They are the most popular project, and involve most of the building techniques required for any kind of home improvement.

Next in popularity are kitchens, bathrooms, and dens.

The idea of a school for amateur handymen is not original with Burnes. But it is largely his energy and enthusiasm that have made the scheme so successful at Lansing.

Such imaginative promotions have helped build annual sales to more than $800,000 in 10 years.

Even during the winter, one of the toughest in years for the building supply dealers, Lansing expects at least to hold its own.

When Kitchen started out in 1950, his staff consisted of his wife. He now has 20 employees.

The original property on Shepherd Ave., east of Yonge St., was 400 sq. ft., has since quadrupled and takes in almost a full city block under its roof.

Burnes' success formula, in his word: "empathy".

If not all his salesmen could define the word precisely at least they get the message.

In Burnes' lexicon it means every customer is entitled to "an honest sales policy and sincere service".

English-for-the-Job Course Offered Gas Firm's Staff

They're brushing up their English around the gashouse now.

Gasmen and laborers — 43 of them — have gone back to school in Toronto. The school is sponsored by **Consumers' Gas Co.**, given by the Ontario Department of Education.

Its aim is to help the workers, chiefly from Continental Europe, to overcome difficulties in speaking the language of their adopted home.

It could serve as a pilot course for other organizations—such as hotels—which employ significant numbers of workers newly arrived from Europe.

Consumers' and the education authorities combined to adapt the department's basic English course to the needs of the gas workers.

This meant some added emphasis on gas industry terms, such as "to aerate" (to air-vent excess gas from the ground) and "cathodic protection" (a method of preventing corrosion or deterioration of underground pipe or plant).

Two classes a week, of two hours each, are being held throughout the first six months of this year at a Toronto high school.

Consumers' offered the English lessons to 55 workers, mostly immigrants from Italy, Germany, Poland, Yugoslavia, Holland and Denmark, but also including some French Canadians.

All but 12 enrolled. Elementary and advanced classes were formed. Four workers, whose English was more advanced, get separate instruction.

What Does New York Crash Prove in Jet Fuel Dispute?

MONTREAL (Staff) — The fuming jet fuel controversy is hotter after recent crash of a Mexican DC-8 at New York.

The big jet was using JP-1, a kerosene base fuel.

Lord Brabazon, an elder statesman of British aviation, is waging a strenuous campaign to make all airlines use this type of fuel rather than JP-4 with its base of aviation gasoline (**FP**, Dec. 31).

Crux of his case is that JP-1 is far less inflammable after an accident which leads to a heavy spillage of fuel.

Trans - Canada Air Lines which, along with **Pan American, Trans World Airlines** and **Sabena** uses JP-4, strongly denies that there is any real difference in safety factors.

It is not yet known exactly why the Mexican plane crashed, but what happened afterwards is significant.

The plane caught fire, yet 102 of the 106 on board had time to get clear of the wreckage. This is exactly what Brabazon claims is JP-1's big safety asset.

What would have happened if the tanks had contained JP-4?

Brabazon and his supporters say that in such a case there would almost certainly have been a flash fire which might have trapped all on board.

Users and makers of JP-4 argue that this is nonsense, and that there is no way of knowing exactly what would have happened.

However, airmen find it hard to overlook the evidence of last week's accident.

The picture of 102 shaken passengers scampering clear before fire engulfed the wreckage of their plane is likely to have a lasting impression on increasingly fuel-conscious passengers.

Dom. Tar Sees $1.40 a Share

MONTREAL (Staff) — Consolidated net profit of **Dominion Tar & Chemical Co.** for nine months to Sept. 30/60 was $7,028,320 ($1.03 per share).

(Quarterly results were not available in earlier years).

President W. N. Hall also reported in a letter to shareholders that full year's earnings to Dec. 31/60 "will not be less than $1.40 per share." ($1.61 in 1959).

Consolidated net profit of **Howard Smith Paper Mills Ltd.**, included in the Dominion Tar consolidation was $4,026,265 for nine months to Sept. 30. This equalled $2.04 per common share for the nine months.

Howard Smith's net profit for full 1959 was $6,109,190 ($3.12 per common share) 0.7% higher than 1958's net of $6,068,527 ($3.09 per common share).

Recently, Dominion Tar offered to acquire outstanding common shares of **St. Lawrence Corp.** on the basis of 11 D.T. shares for each eight shares of St. Lawrence held. (**FP**, Jan. 28). An offer was also made to acquire the balance of common shares of Howard Smith on the basis of 2½ D.T. shares for each Howard Smith Share (**FP**, Jan. 21).

D.T. shareholders are to vote Feb. 10 on a by-law to increase authorized capital to 20 million common, npv, shares (from 10 million).

THE MAN WHO IGNORES TOMORROW IS SELLING HIS COMPANY SHORT

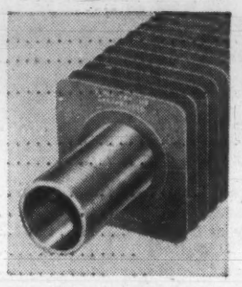
Here at Vapor Heating we consider this to be a basic truth. Neither people nor equipment can ever afford to ignore the long-range outlook of tomorrow. Over the years, this has gradually developed into a positive business axiom . . . a *creed* of *quality* . . . that is *your* guarantee of consistently high performance in every Vapor product.

VAPOR HEATING SYSTEMS

are light in weight, but strong and efficient. Vapor Linovector* and Vapor Trimline* are heating systems that measure up to the most demanding standards.

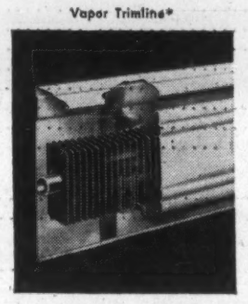
Heat distributing fins that extend the heating surface are of heavy gauge metal to avoid bending. Firmly embedded in steel or copper tubing, there is no possibility of twisting or 'ganging' together—a common fault of heating fins that often interferes with good heat distribution.

Vapor Linovector* and Vapor Trimline* can be curved to fit any installation specifications. A variety of standard enclosures are available for Linovector* installations and special enclosures can be produced to meet Architects' demands. For complete data on these unique systems, simply contact:



Vapor Linovector*

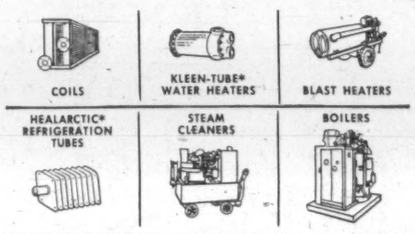
Vapor Trimline*



VAPOR *T.M.'s Reg'd.

VAPOR HEATING (CANADA) LIMITED

3955 Courtrai Avenue Montreal, Que.



Here's how Canada Life served people in 1960!

The figures shown here have social and human significance since they report how Canada Life has served people by helping to bring them security and protection against the hazards of life's uncertainties.

One of our main obligations is to pay the benefits, guaranteed under nearly a million contracts, as they come due over the years. In 1960 over $59 million were paid to our policyholders or their beneficiaries. Of this amount, 67% went to living policyholders and annuitants by way of 135,000 annuity payments, 14,500 policies maturing as endowments or surrenders, well over 60,000 claims for disability benefits and 296,000 policy dividends. Benefits from death claims, 4,900 in number, were often the only means of support remaining to a family.

New protection of more than $588 million was added to the business in force bringing the total to almost $4½ billion, which is the amount of life insurance and annuities Canada Life has guaranteed to pay in the future to policyholders or beneficiaries.

More than $712 million in funds are held in trust and invested for payment of future benefits to our present policyholders and their beneficiaries. These dollars are put to work in a great variety of private and public enterprises. The net rate of interest of 5.05% which the Company earned on these assets in 1960 helps to reduce the cost of insurance and increase the value of retirement benefits to policyholders.

Our policy contracts are guaranteed through good times and bad, for years into the future. Unassigned surplus and reserve for contingencies totalling over $46 million ensures the fulfilment of all these guarantees during the challenging times ahead.

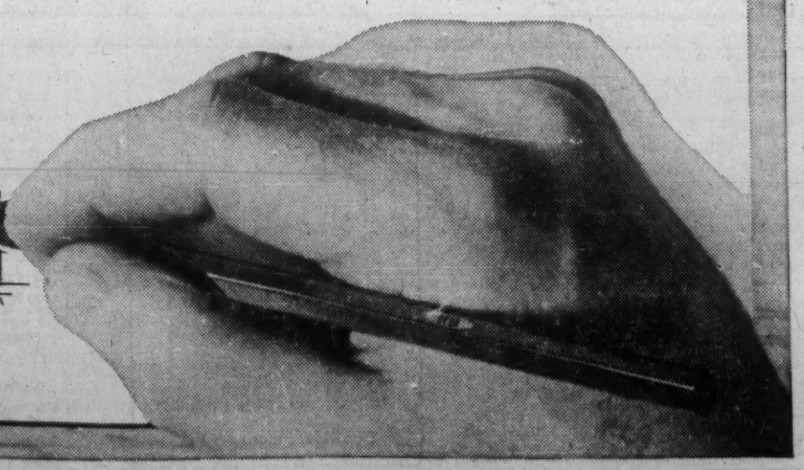
EXTRACTS FROM OUR 114TH ANNUAL REPORT

		1960	1959	1958
Paid to Policyholders and Beneficiaries		$ 59,615,000	53,464,000	48,841,000
New Business				
Life Insurance	544,046,000			
Annuities	44,433,000	588,479,000	618,574,000	483,975,000
Business in Force				
Life Insurance	3,840,847,000			
Annuities	646,216,000	4,487,063,000	4,037,753,000	3,558,887,000
Assets		712,274,000	669,811,000	638,286,000
Unassigned Surplus		31,673,000	30,623,000	30,106,000
Net Interest Earned		5.05%	4.90%	4.76%

The CANADA LIFE Assurance Company

ESTABLISHED IN 1847

HOME OFFICE · TORONTO, CANADA



How the Cost of Government Has Grown

Ottawa's current estimates compared with spending in recent years . . .

	Fiscal Year Ending March ($000)							% Change 1948-1962
	1962*	1961*	1960	1957	1954	1951	1948	
Agriculture	172,182	205,711	181,390	84,652	108,361	142,785	79,613	+116
Atomic Energy	39,723	41,657	30,114	21,882	12,701	7,357	5,751	+591
Auditor General's Office	1,135	951	867	690	615	574	495	+129
Board of Broadcast Governors	331	298	219	.....	.....	.....	.....	+51
Canadian Broadcasting Corp.	81,752	71,739	63,946	39,266	24,996	2,405	1,317	+6,107
Chief Electoral Officer	126	121	260	206	5,527	277	151	—16
Citizenship & Immigration	65,429	62,624	54,917	44,068	24,779	20,673	†	+216
Civil Service Commission	4,487	4,196	3,655	2,731	2,051	1,580	1,271	+253
Defence Production —								
Department	18,322	18,281	11,914*	13,046	42,481	†	†	—57
Crown Companies	7,645	6,757	6,478*	7,424	5,417	†	†	+41
External Affairs —								
Department	88,070	98,619	96,895	60,067	45,562	21,989	29,552	+198
Int'l Joint Commission	161	182		160	157	90	43	+274
Finance	1,453,910	1,439,930	1,420,155	1,152,759	971,376	752,572	803,084	+80
Fisheries	23,828	20,950	19,881	13,797	9,255	8,964	4,315	+452
Forestry	15,481	10,905	†	†	†	†	†	+42
Gov. Gen. & Lieut.-Govs.	446	436	421	413	399	244	239	+87
Insurance	783	735	1,238	543	492	369	237	+230
Justice —								
Department	99,447	8,737	8,126	7,014	5,822	4,609	3,948	+139
Penitentiaries	24,035	19,591	19,720	12,052	9,195	7,798	4,564	+427
Labor —								
Department	33,880	45,883	15,980*	9,496	9,642	9,690	13,838	+145
Unemployment Ins. Comm.	102,618	92,663	74,754*	66,358	57,919	52,938	35,345	+190
Legislation	8,378	8,190	7,669	7,177	5,600	4,711	4,341	+93
Mines & Technical Surveys —								
Department	48,600	44,568	36,066*	26,276	28,198	17,556	25,680‡	+89
Dominion Coal Board	15,371	17,211	12,211*	9,650	10,388	3,561	1,143	+1,245
National Defence	1,614,501	1,593,992	1,514,904	1,759,426	1,805,915	782,457	195,999	+724
National Film Board	5,160	4,873	4,555	4,960	2,998	2,308	2,083	+148
National Gallery of Canada	1,175	1,119	739	449	702	339	130	+804
National Health & Welfare	1,592,454	1,442,455	818,371	561,689	430,534	448,853	333,172	+378
National Research Council	38,066	34,485	31,501	19,020	15,399	10,657	6,351	+499
National Revenue	78,736	75,971	68,696	61,824	49,938	46,056	33,912	+132
Northern Affairs & National Res.	83,802	80,893	81,112	36,970	19,118	28,893•	‡	+190
Post Office	190,791	180,622	165,792	139,993	113,582	91,781	67,943	+181
Privy Council	2,667	2,031	1,418	3,912	3,733	4,240	1,394	+91
Public Archives	716	599	543*	408	264	206	157	+356
National Library	309	254	228*	169	83	†	†	+272
Public Printing & Stationery	3,716	2,478	3,467	3,201	2,037	706	536	+593
Public Works	220,566	212,266	217,876	165,337	114,957	73,646	36,787	+500
R.C.M.P.	60,808	55,487	52,444	43,450	33,846	19,801	12,033	+405
Secretary of State	5,169	5,075	4,655	3,491	3,278	2,065	1,345	+284
Trade & Commerce —								
Department	37,959	22,118	67,443	55,389	16,526	27,304	12,253	+210
National Energy Board	545	518	.....	.....	.....	.....	.....	+5
Transport —								
Department	254,631	226,548	229,014*	135,925	100,498	76,382	69,490	+266
Air Transport Board	550	631	369*	267	357	216	134	+310
Bd. of Transport Comm.	18,338	23,280	23,202*	12,945	8,709	973	488	+3,657
Cdn. Maritime Comm.	6,636	6,325	6,725	4,946	4,202	5,899	2,284	+191
National Harbors Bd.	6,190	2,633	1,953	4,080	4,247	1,653	509	+1,116
St. Lawrence Seaway Auth.	1,123	2,356	†	†	†	†	†	—52
Veterans Affairs	289,576	293,125	228,305	251,458	238,7125	216,392	341,255	—15
Reconstruction & Supply	.....	.....	.....	.....	.....	.....	56,222	....
Total	6,730,328	6,492,067	5,702,861	4,849,035	4,350,522	2,901,242	2,195,626	+207

*Estimates. †Not shown separately. ‡Mines & Resources. •Resources & Development. ♦1948-62 change or first year shown vs/62.

It's good to own growth stocks!

The following tabulation shows you why, and it also shows you the good results you may expect from a carefully researched service such as "AMERICA'S FASTEST GROWING COMPANIES."

PERCENT CHANGE IN MARKET PRICE	12 Months to 12-31-59	12 Months to 12-31-60
Dow-Jones Industrial Average	+ 16%	— 10%
Investment Trust Average	+ 29%	— 2%
AMERICA'S FASTEST GROWING COMPANIES	+ 32%	+ 32%
AFGC Stocks Bought by John S. Herold, Inc.	+ 90%	+ 43%

These are AMERICA'S FASTEST GROWING COMPANIES

Addressograph-Multi.	Meadow Brook Bank
Aerojet-General	Merck & Co.
Akron Brass	Midas Laboratories
ALD, Inc.	Minn. Mining & Mfg.
Amer. Distilling	Nat'l Aeronautical
Amer. Express Co.	National Propane
Amer. Home Products	Nestle-LeMur Co.
Amer. Hosp. Supply	New Jersey Nat. Gas
American Marietta	New Yorker Magazine
American Photocopy	Nielsen (A. C.) Co.
Anken Chem. & Film	Northern Trust
Apache Corp.	Norwich Pharmacal
Ark. Louisiana Gas	Orange & Rockland Util.
Auto Retailers of Am.	Pacific Hawaiian Prod.
Avon Products	Paddington Corp.
B.S.F. Co.	Pall Corporation
Baxter Laboratories	Pan Amer. Sulphur
Beam J. B., Distill.	Papercraft Corp.
Beauty Counselors	Parke, Davis
Bobbie Brooks	Peabody Coal Co.
Borman Food Stores	Perkin-Elmer Corp.
Bowmar Instruments	Petroleum Gas Serv.
Bristol-Myers	Pioneer Finance Co.
B'way-Hale Stores	Plough, Inc.
Brunswick Corp.	Polaroid Corp.
Brush Beryllium	Prentice-Hall, Inc.
Calif. Liquid Gas	Procter & Gamble
Carter Products	Purex Corp.
Conco Instruments	Revlon
Chock Full O'Nuts	Rexall Drug & Chem.
Coastal States Gas	Reynolds, R. J.
Columbia Broadcastg.	Richardson-Merrell, Inc.
Curtis Industries	Rorer, W. H.
Diebold, Inc.	Ryder System
Diners' Club	San Diego Imperial
Dranetz Co.	Scott & Fetzer
Duffy-Mott Co.	Scott, O M. & Sons
Eastern Lime	SeaPak Corp.
Emerson Elec. Mfg.	Sierra Pac. Power
F.K.R. Inc.	Simplicity Mfg.
First Charter Finan.	Smith, Kline & French
Fla. Power & Light	Speedry Chem. Prods.
Fla. Water & Util.	Standard Shares
Fotochrome, Inc.	Stop & Shop
Franklin Life Ins.	Suburban Gas
Franklin Nat. Bank	Talcott (James)
General Foods Corp.	Tampa Electric
General Instrument	Tampax
General Reinsurance	Tech. Material
Georgia-Pacific Corp.	Texas Instruments
Giant Port. Cement	Thermo-King
Haloid Xerox	Thompson Fiber Glass
High Voltage Engin.	Thrifty Drug Stores
Holiday Inns	Tractor Supply
Hall, Rinehart	Union Bank, L. A.
Hudson Vitamin Prod.	Union Tex. Nat. Gas
Inland Credit Corp.	U. S. Vitamin
Inter. Bus. Mach.	Universal Controls
Inter. Rectifier	Universal Match
Interstate Engineer's	Upjohn Co.
Interstate Hosts, Inc.	Valley Nat'l Bank
Lafayette Radio Elec.	Varian Associates
Lay, H. W., & Co.	Virginia Dare Stores
Litton Industries	Va. Elec. & Power
Lucky Stores	Walgreen Co.
MCA, Inc.	Walter (Jim) Corp.
Majestic Specialties	Warner-Lambert
Manpower, Inc.	Western Publ. Co.
Mary Carter Paint Co.	Weston (Geo.)
Matheson Co., Inc.	Wicks Corp.
Mays, J. W., Inc.	Winn-Dixie
McDonnell Aircraft	Witco Chemical

By concentrating on *companies which are compounding their earning power and value at the highest rates*, "AMERICA'S FASTEST GROWING COMPANIES" has been able to give its subscribers a wealth of profit-making information. Here are some highlights of the current issue:

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- NEW GROWTH COMPANIES ADDED TO AFGC LIST.
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- PRICE RECORD OF GROWTH STOCKS.
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(Send payment with your order and we will include free our latest "Panograph"—a pictorial presentation of relative standing of the 148 stocks covered in AFGC.)

Donohue Bros. Lifts Dividend Payments by 20%

MONTREAL (Staff) — Shareholders of **Donohue Bros. Ltd.** will receive a 20% increase in dividend payments increasing the yield based on recent price to 5.1%.

Holders of record Feb. 15 will receive quarterly payment 22½c per share on March 1. This indicates an annual rate of 90c per share.

Previously, quarterly dividends of 15c were paid together with a year-end extra of 15c.

Net profit for nine months to Sept. 30/60 was up 19.7% to $810,345 ($1.35 per share) from $677,116 ($1.13 per share) in similar 1959 period.

Higher profits were attributed by President Mark Donohue in part to more favorable U. S. dollar exchange rate.

$500 Million Construction Boost Seen for Montreal

By VINCE LUNNY

MONTREAL (Staff) — An injection of nearly $500 million into the Montreal economy for civic improvements is good news for contractors and the allied trades.

Ripest plum is a $300 million, 14.7-mi. subway. Work could start this summer.

Still budding is a $140 million urban renewal program under the National Housing Act to provide 5,200 new dwelling units.

Quebec has granted Montreal authority to build a subway and, if this power is delegated to the Montreal Transportation Commission, first tenders will be called by the "end of May."

MTC engineers have done considerable preliminary planning and the nucleus of a subway organization exists within the commission.

Still to be solved is financing.

Mayor Jean Drapeau says, "No additional taxation will be required." But eventual higher property valuations along the subway route are not ruled out.

A concrete proposal, perhaps involving contributions by suburban municipalities, is promised within 60 days.

A five-year building program would require $20 million the first year and $45 million, $70 million, $65 million and $71.5 million in succeeding years.

This comes to $271.5 million and leaves a contingency reserve of $28.5 million.

Interest charges could be met and the debt amortized over 50 years for about $20 million a year, according to a report prepared for MTC.

Montreal's urban renewal scheme covers 956 acres in the east-central section of the city and is based on recommendations of **Quebec Land Research Co.**

Company made a detailed survey on behalf of the municipality and **Central Mortgage & Housing Corp.** It found that in more than half the 288 blocks blight incidence could be termed bad.

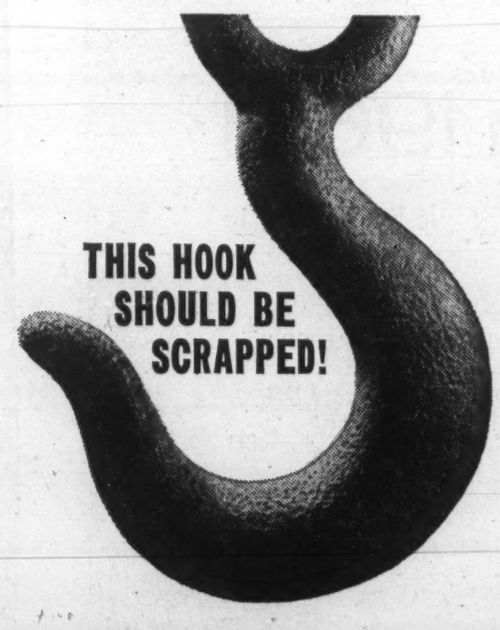
Streets were inadequate and only 2% of the sector was allocated for parks and playgrounds.

Montreal's share of the cost is estimated at some $55 million and the federal government's share at $85 million.

Slum clearance, to be undertaken in five stages and co-ordinated with rehousing, would affect 7,046 families of the 10,408 families in the area. Their average monthly income is $271.42 (maximum $325) and average monthly rental is $41.22.

FIRE SCHOOL

Customers of **Levitt-Safety Ltd.** are eligible to attend any of the nine three-day sessions of the **Ansul Chemical Co.** 1961 Fire School this summer at Marinette, Wis.



unless the engineers and workmen who use it know their job

BRIDGE & TANK men know what they're doing! Next time you have a steel problem, anywhere in Canada—be it bridge or boiler, tank or tower, pressure vessel or pipeline, let BRIDGE & TANK solve it for you.

THE BRIDGE & TANK TEAM— A VERSATILE LINE-UP

BRIDGE & TANK WESTERN LTD. (Winnipeg, Man.)—Bridges, tanks, boilers, structural steel.

HAMILTON BRIDGE DIVISION (Hamilton, Ont.)—Bridges, tanks, structural and warehouse steel.

RHEEM CANADA LTD. (Hamilton, Ont.)—Metal drums, kegs, transformer cases, hot water heaters.

VULCAN MACHINERY & EQUIPMENT LTD. (Winnipeg, Man.)—Contractors and Construction Equipment.

VULCAN, FORD-SMITH LTD. (Hamilton, Ont.)—Aerial tramways, cableways and chairlifts. Contractors Equipment.

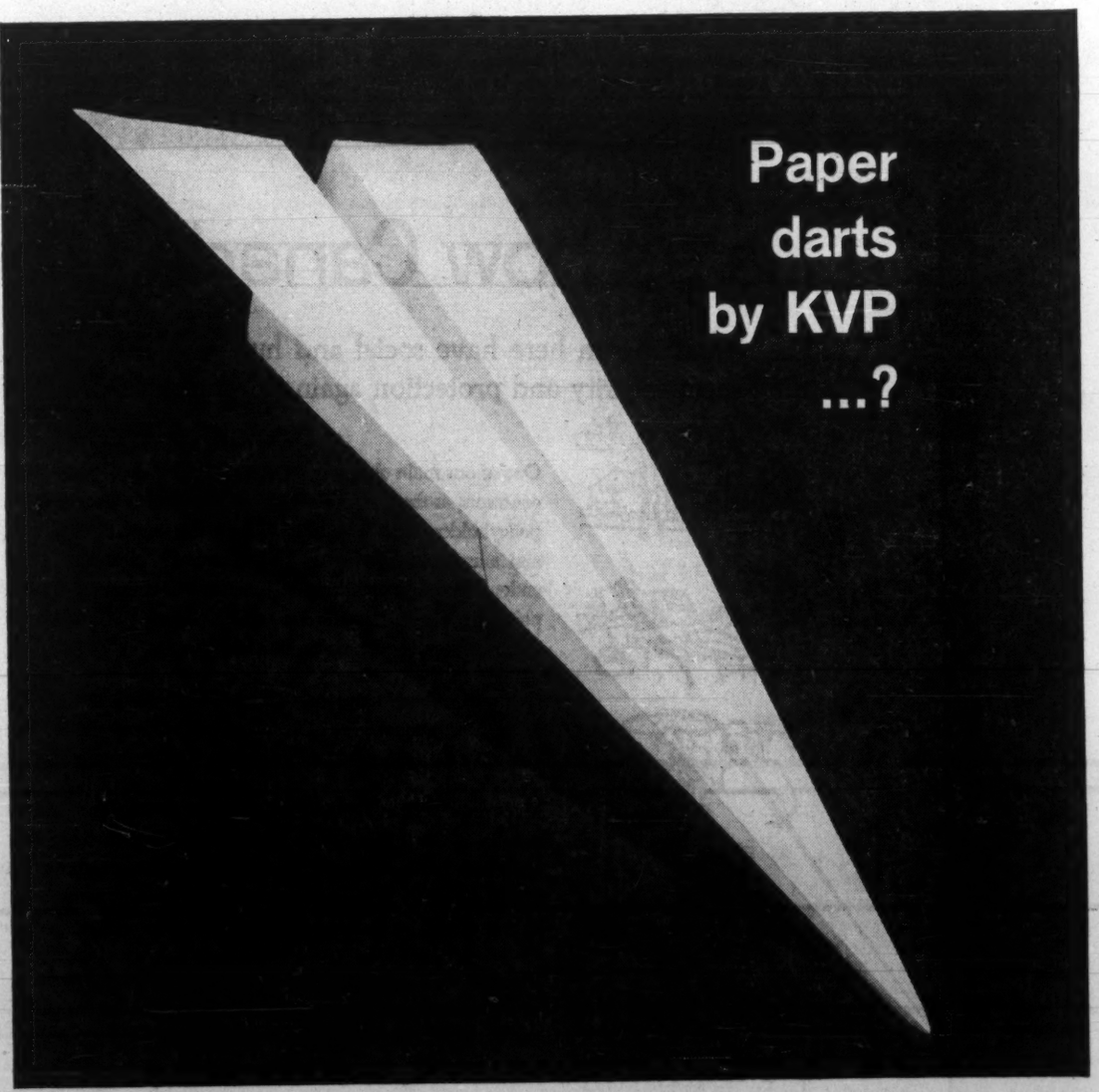
THE FORD-SMITH MACHINE CO. LTD. (Hamilton, Ont.)—Grinding and sanding equipment, hydraulic lifts, custom machine work.

Bridge & Tank COMPANY OF CANADA LIMITED

4612-A

Hamilton Bridge Division in Action

Chatham Storage Tank



If you want paper darts, KVP will be happy to make them for you!
However, you're probably more interested in the thousands of other paper products made by KVP. Paper to package bread, cake and candy. Paper to keep dry goods crisp and dry . . . moist goods fresh and moist. Paper for a thousand different jobs in home, business and industry.

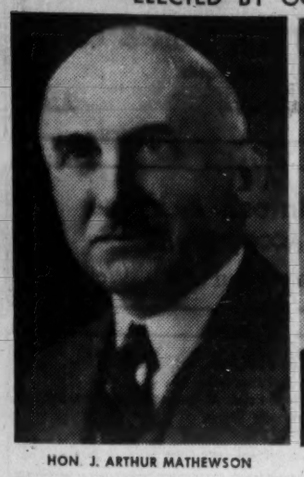
KVP is working for Canada's great future by constantly striving for better paper products for you. From the harvesting of trees and the replanting of new forests . . . to the manufacture of pulp and paper, and thousands of specialty paper products . . . KVP is doing so many jobs so quietly and so well, you hardly realize how much they are doing for you. Yes, even paper darts if you want them.

KVP ...the paper people

THE KVP COMPANY LIMITED, TORONTO, ESPANOLA — APPLEFORD PAPER PRODUCTS LIMITED, HAMILTON, MONTREAL

ANNOUNCEMENT

NEW CHAIRMAN AND DIRECTOR ELECTED BY OGILVIE FLOUR



HON. J. ARTHUR MATHEWSON

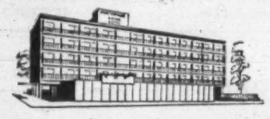
PETER M. LAING

At a meeting of Directors held today, Hon. J. Arthur Mathewson, Q.C., was appointed Chairman of the Board and Mr. Peter M. Laing, Q.C., elected a Director.

Mr. Mathewson, who succeeds the late Rt. Hon. C. D. Howe as Chairman, has been a Director of The Ogilvie Flour Mills Company, Limited, since 1950, and is also Chairman of Franki of Canada, Ltd., and is a Director of Canada Steamship Lines and other companies. During the war he was Provincial Treasurer in the Godbout administration.

Mr. Laing is a member of the Montreal law firm of Macklaier, Chisholm, Smith, Davis, Anglin & Laing, and a Director of the Montreal Star, Montreal Standard Publishing Co. Ltd., and other companies. He is a governor of McGill University and a member of the Sir George Etienne Cartier Corporation (Montreal Concert Hall).

YOU ENJOY THE BEST OF EVERYTHING



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- SERVICE
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FP reports on U.K. BUSINESS

Papers, Plastics and Whisky Feature in U.K. Takeovers

BRITAIN'S financial centres have been enlivened by a new crop of mergers and take-over bids covering a wide field of business.

Most exciting have been Roy Thomson's attempt to effect a £70-million link-up between his **Thomson Newspapers** group and **Odhams Press**, and the subsequent counter offer for Odhams by **Daily Mirror Newspapers.**

Two of the largest independent plastics firms, **British Industrial Plastics** and **British Xylonite**, are about to be absorbed into larger groups.

Turner & Newall, the £100-million asbestos group which controls Canada's **Bell Asbestos Mines** and **Atlas Asbestos**, is making a £19-million cash and share offer for B.I.P.

Distillers Co., the Scotch whisky, gin and chemicals giant, is making a £12.7-million share exchange bid for B.X., with which it has been closely associated since 1939.

B.X. has two distributing companies in Canada, **British Xylonite (Canada)** and **B.X. Plastics (Canada).**

These two bids are being made at a time when competition in the plastics field is severe and some price-cutting has taken place. Manufacturers are looking for a big expansion in the use of plastics material, however, especially in constructional work.

Major industrial groups such as T. & N. and Distillers, will be in a better position to finance new development than the smaller independent producers.

* * *

Another deal with Canadian implications is a £3¼-million offer by **Laporte Industries** for the capital of **Howards & Sons.** Both are engaged in the U. K. chemical industry.

Howards owns all the shares of **Howards & Sons (Canada)** of Cornwall, Ont. Laporte controls **Pembina Mountain Clays.**

An unfortunate aspect of several of these recent deals is that a hint of them appears to have leaked out in advance of the formal announcement.

Shares of both Odhams and B.X., for example, moved up strongly before any news was given to the stock exchange or to shareholders.

It is not suggested that there was any improper disclosures of information at boardroom level, but one's impression is that directors and their advisers might be rather more careful about matters of security.

Further expansion moves are expected soon from United Breweries, the U.K. group in which E. P. Taylor, of **Canadian Breweries,** has an important interest.

Mr. Taylor has made no secret of his ambition to extend the range of his U.K. interests. Independent brewery firms in the North of England are being suggested as possible acquisitions.

Several such companies have already come under United Breweries' wing.

* * *

Stock markets continue to move indecisively, though at the moment of writing the "bulls" appear to have a slight edge over the "bears".

Industrials have been helped by the bid and merger activity and by official estimates of a sharp rise in capital spending this year.

News and views on the British securities markets, specially written for FP by one of London's distinguished financial writers.

The Board of Trade predicts that capital investment by manufacturing industry in 1961 will be about 30% above the level of last year. The increase in 1960 over 1959 is believed to have been about 24%.

A restraining factor in markets is the realization that profit margins are being squeezed in several spheres of industry. Both **Courtaulds** and **United Steel** have given warnings on this score.

Short-dated bonds remain firm, but at the "long" end of the bond market prices continue to drift. War Loan has reached another all-time low.

The marketing by the government agency of more than £100 million nominal of steel debentures and preference shares is expected later this month.

It is believed that the preference stock will be priced to give a yield of about 7%. The debentures, which form the larger part of the operation, are expected to be priced to yield about 6½%.

Perhaps the best hope for the bond market in the near future is that U. K. bank rate will be reduced from 5% to 4½%. The Germans and Japanese have recently cut their rates and this has raised hopes in London that our authorities will follow suit.

* * *

Chairman Sir Ian Lyle told the annual meeting of **Tate & Lyle,** the sugar refiners, that their Canadian interests, centred in **Canada & Dominion Sugar,** were running smoothly.

The company had started to make profits on its refining operations again, but was still only breaking even on its beet operations.

There were signs, however, that agreement would be reached between the federal government and the Ontario beet growers that would allow the industry to continue profitably on a one-factory basis.

Earnings in Canada were encouraging and they could be optimistic about the future, he said.

GROWING IN SERVICE SINCE 1893

THE EASTERN TRUST Company

HEAD OFFICE — HALIFAX, N.S.

HIGHLIGHTS FROM FINANCIAL STATEMENTS

For the Year Ended December 31st, 1960

Paid up Capital and Reserve	$ 3,000,000
Guaranteed Trust Deposits	41,276,000
Assets under Administration for Estates, Trusts and Agencies	209,273,000

Earnings for the year 1960 totalled $251,061 after payment of all operating expenses and after provision for depreciation and taxes. Dividends were paid at an annual rate of $1 per share and a balance of $196,556 in undivided profits was carried forward.

Total Assets under Administration increased by approximately $33,000,000 to a new high figure of $254,368,382

Chairman of the Board — Albert S. Fraser
President — Donald McInnes, Q.C.
Vice-Presidents — J. C. MacKeen, W. N. Wickwire, M.B.E., Q.C.

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Hon. G. B. Isnor
R. A. Jodrey
J. H. Mowbray Jones, D. Eng.
A. M. MacKay
Ira P. Macnab, Hon. M.E.I.C.
John MacNeil, Q.C.
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D. C. Sinclair, Q.C.
Wallace W. Smith
M. Gerald Teed, Q.C.
Norman R. Whittall
Frank A. Whittall
Charles N. Wilson
K. A. Wilson, Q.C.

General Manager — R. P. Howard

BRANCHES ACROSS CANADA

A copy of the annual statement of the company will be mailed on request.

PROFIT DROPS 17%

Johns - Manville Corp., New York, net profit in 1960 was $26,500,000 ($31,616,000 in 1959) equal to $3.12 ($3.74) per share. Sales were down to $365.2 million ($377.5 million). Lower prices in many product lines, rising costs and decreased sales cut profits, President C. B. Burnett says.

TWO YOUNG MEN - - AN IDEA and idb

When John X and Harry Y first approached Industrial Development Bank on behalf of their small processing company they had a clear idea of the lines along which they wanted their company to develop but, partly because the business and the operating equipment were quite highly specialized, they were experiencing difficulty in obtaining term financing for an urgently needed plant expansion.

The fact that their company was growing fast in a very competitive field reflected the energetic and competent management of the two principals. The expansion plan seemed sound to IDB officers but the principals had not yet given much thought to the larger working capital they would need to handle the increased volume an expanded plant would be able to produce. This aspect, among others, was gone into thoroughly with them and, in the end, IDB agreed to finance the cost of the plant expansion with the owners putting in some more money to improve the company's working capital and keep their investment in reasonable relation to borrowings.

The space problem was relieved for a time by this first expansion and the company continued to grow despite occasional setbacks of the kind experienced by most businesses.

Three or four years later, the plant was again bursting at the seams but further enlargement of the building was not possible and the principals began to think seriously of moving to a large metropolitan centre. They changed their minds, however, when a group of local citizens, impressed by the company's record of progress and being anxious to keep the industry in the community, offered to invest as minority shareholders in the operation. IDB was approached once more and again extended financial assistance for a new and larger building to be located in the same town, and for additional equipment. The further expansion successfully completed, the company is now the largest employer in town and is still growing lustily.

The combination of an original sound idea, the energy and initiative of two young men to develop it, adequate and timely term financing by IDB for plant expansion when needed, has enabled this enterprise to win a leading place in Canadian industry.

This business is one of more than 3000 enterprises which have been helped to success through IDB financing. IDB was established in 1944 to provide financial assistance to industrial enterprises unable to obtain satisfactory term financing through normal channels. If you have a business financing problem, you are invited to write or visit the nearest IDB office for information and a descriptive booklet—or consult your auditor, lawyer or chartered banker.*

P.S.—We have made a colour movie based on the case of another company assisted by IDB financing. If an organization or group in your community would like to have it shown, the nearest IDB office will be glad to make the arrangements.

INDUSTRIAL DEVELOPMENT BANK

Regional Offices: Vancouver, Edmonton, Calgary, Regina, Winnipeg, Sudbury, London, Toronto, Ottawa, Montreal, Quebec City, Saint John, Halifax.

***I.D.B. can consider proposals for financial assistance in these activities:** manufacturing, processing, assembling, installing, overhauling, reconditioning, altering, repairing, cleaning, packaging, transporting or warehousing of goods; logging, operating a mine or quarry, drilling, construction, engineering, technical surveys or scientific research, generating or distributing electricity or operating a commercial air service, or the transportation of persons, or supplying premises, machinery or equipment under lease to any business mentioned above.

OSC Bans Sale Of 'Notes'

Packard Investment Corp. of Toronto has been ordered by the Ontario Securities Commission Chairman, O. E. Lennox, to halt its public offering of investment certificates.

The securities were described as "notes" by Packard. Registration is not required, under the Securities Act, to trade in negotiable promissory notes or commercial paper maturing in a year or less.

After quoting at length from the company's contract form, relating to the rights of holders, Chairman Lennox said:

"These conditions binding on every holder . . . should dispel any suggestion that the company is unconditionally bound to meet its obligation within a year or in fact at any other fixed or determinable time within the meaning of the statutory definition of a promissory note.

"In short, it is the old story of majority rule leaving the minority without recourse, in a case which the minority hasn't even a voice as shareholders in the corporate management of the company they have helped to finance."

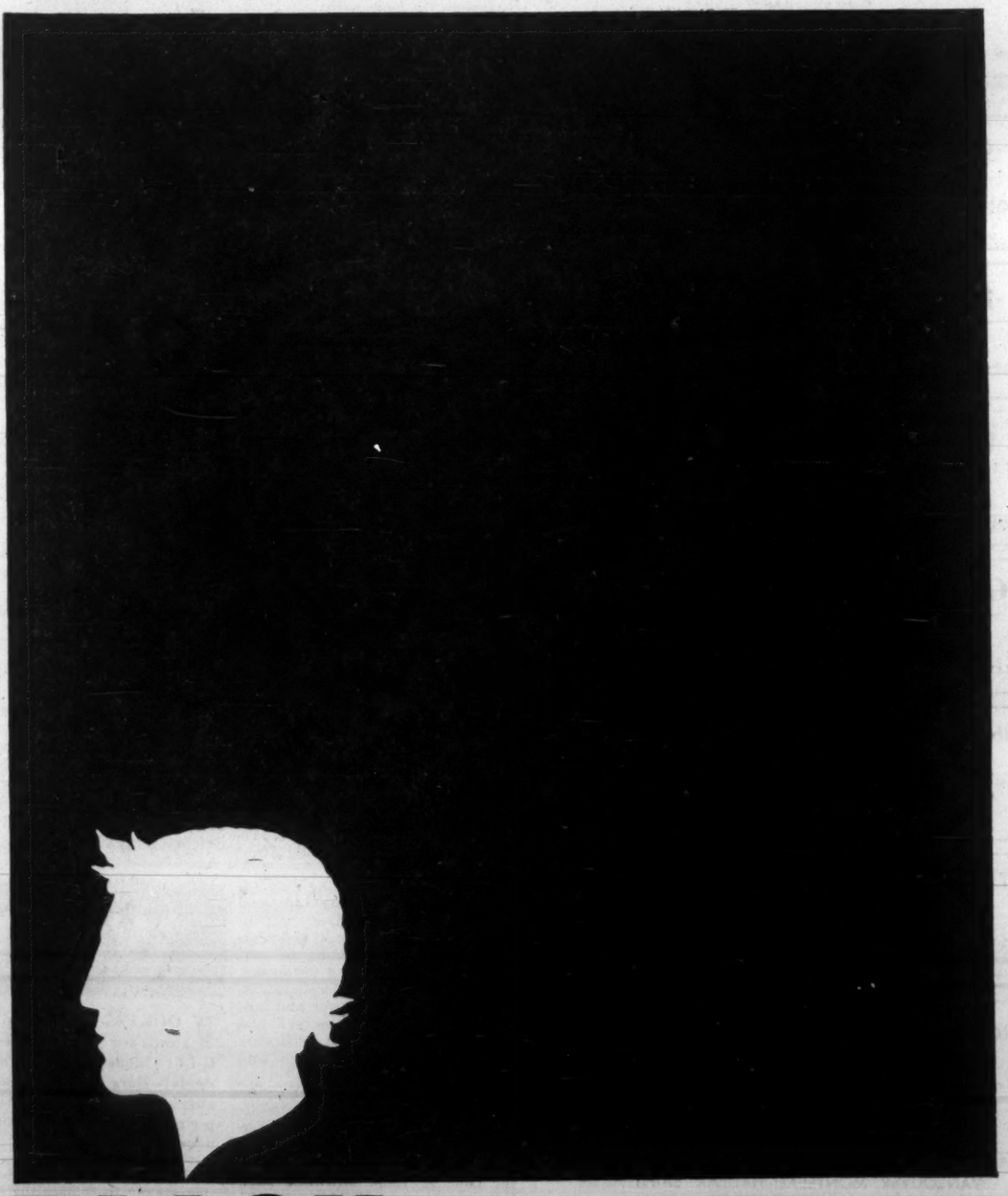
The OSC chairman noted that Packard, in its advertising, appeared to have departed from the promissory note theory by offering "short term investment certificates, security - mortgage assets in excess of $1,124,000."

Lennox commented, "That in fact is what is being offered, if the words 'short term' were eliminated.

"The public offering is being made without the benefit of any statutory exemption.

"In the absence of the issue being qualified for sale, the offering is illegal and must be discontinued pending full compliance with the provisions of the Securities Act."

While Packard Investment was the only company named in the order, it is believed that a number of financial firms — some of which until recently operated as mortgage-brokers in Ontario — have discontinued the offering of similar instruments after consultation with the Securities Commission.



BLACK MEANS NEGLECTED PROSPECTS

The black area in this picture represents the number of people you DON'T reach with your advertising message unless you use the 28 O.P.D.A. newspapers listed here. Without these dailies on your schedule, you are getting, at best, minority coverage. Only O.P.D.A. dailies, in "the great 28" Ontario markets, give full coverage of 425,000 homes—1,609,660 well-to-do prospects.

ONTARIO PROVINCIAL DAILIES ASSOCIATION

O.P.D.A.

Here is the 28-city market . . . almost equal in buying power to Toronto and Hamilton combined.

Belleville Ontario Intelligencer	Oshawa Times
Brantford Expositor	Owen Sound Sun Times
Brockville Recorder and Times	Pembroke Observer
Chatham Daily News	Peterborough Examiner
Cornwall Standard Freeholder	Port Arthur News-Chronicle
Fort William Times-Journal	St. Catharines Standard
Galt Evening Reporter	St. Thomas Times-Journal
Guelph Daily Mercury	Sarnia Observer
Kingston Whig-Standard	Sault Ste. Marie Star
Kirkland Lake Northern News	Stratford Beacon-Herald
Kitchener-Waterloo Record	Sudbury Star
Niagara Falls Review	Timmins Daily Press
North Bay Nugget	Welland-Port Colborne Tribune
Orillia Packet and Times	Woodstock Sentinel Review

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Phones: EM. 3-2329 2320

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ROSS, TOUCHE & CO.
Chartered Accountants
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Affiliated Firms in the United States of America, Great Britain, Australia, Continental Europe, Mexico, Panama, Jamaica, Barbados.

WILTON EDDIS & COMPANY
CHARTERED ACCOUNTANTS
TORONTO — ORILLIA

SAMSON, BÉLAIRE, CÔTE, LACROIX et ASSOCIÉS
and
E. H. KNIGHT & CO.
Chartered Accountants
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McCORMACK, BARKER & WESBROOK
Chartered Accountants
L. E. BARKER, C.A. — LICENSED TRUSTEE
TORONTO BRANTFORD

GUNDERSON STOKES WALTON & CO.
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HALIFAX MONTREAL TORONTO VANCOUVER WINNIPEG PRINCE ALBERT EDMONTON CALGARY ST. JOHN'S CHARLOTTETOWN SAINT JOHN
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DELOITTE, PLENDER, HASKINS & SELLS
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Winnipeg • Regina • Calgary • Edmonton • Vancouver

FP reports on OPPORTUNITIES

NEW plants, business expansions and capital projects still on the planning tables may hold sales opportunities for you. Here is this week's checklist:

NEW PLANTS

Brandram - Henderson (West Indies) Ltd., Kingston, Jamaica, subsidiary of **Brandram-Henderson Ltd.**, Montreal, will start construction of a new paint plant at Kingston immediately.

Plant will be located on Bell Rd., west of Kingston, on three-acre site which is part of industrial estate established by **Jamaica Industrial Development Corp.** It's scheduled to be in production by next June.

Plant and warehouse building will contain 12,000 sq. ft., plus office, laboratory and services buildings. It will have initial annual capacity of 150,000 U. S. gallons and will make the same wide range of B-H products for the Jamaican market as are manufactured in Canada. Firm intends to export to other Caribbean markets.

Architect is **Ashwell, Dunn & Associates,** Kingston. General contractor, **Abraham, Henriques & Joy Ltd.** Both are Kingston firms.

• • •

Guertin Bros. (Paint) Ltd., has opened a new plant at 1135 St. James St., Winnipeg, for production of full range of household and industrial paints. Plant cost $125,000, plus $25,000 for new equipment. Highlights: a large laboratory for development and quality control analysis, increased mobility, new equipment including high speed dispersion unit for mixing pigments. Capacity at present is 800-1,000 gal. a day.

• • •

Bowman Brothers Ltd., has opened a new engine re-manufacturing plant at Saskatoon and expects to be producing some 4,000 engines by next year.

After rebuilding engines on custom basis for many years, firm went to production in 1957. Present $300,000 plant will house an existing operation and provides more efficient layout and space. Plant contains about 18,000 sq. ft. of manufacturing space.

With 16 branches in Saskatchewan, Bowman handles distribution of the re-manufactured engines. A subsidiary has eight branches in Manitoba. Manager of the new plant is Ralph Bowman.

• • •

Wally Enterprises Ltd., Dresden, Ont., has bought the vacant **National Presto Industries of Canada Ltd.** plant in Wallaceburg, Ont. It will transfer all its operations from Dresden by March 31.

Move consolidates operations of the firm under one roof and increases efficiency, said J. Lacey, president and general manager. Firm moved to larger quarters in Dresden from Wallaceburg only 3½ years ago.

Wally makes wide variety of wood products, including hockey sticks, badminton racquets and croquet sets. It also does machining, stamping, assembling, painting, packaging of various items for the automotive trade.

In 1959, it bought **Ingersoll Hockey Stick Co.,** New Hamburg, and transferred its operations to Dresden.

New plant contains around 45,000 sq. ft. of space.

• • •

Yorkton Concrete Products Ltd., is building a $200,000 plant to produce a varied line of concrete products. Location is on 17-acre site in northeast industrial area of Yorkton, Sask.

Principals in the new firm are **Sapara Manufacturing Ltd.,** and **Logan & Black Ltd.** Plant contains about 24,000 sq. ft. and completion and installation of machinery are scheduled for spring.

Major products: concrete blocks, concrete pipe for sewer and culvert use, transit-mix concrete and washed gravel. When producing at capacity, plant will go into other pre-cast operations.

Distribution area is Yorkton region, extending into northeastern Saskatchewan and northwestern Manitoba.

• • •

Lane & Lane Millwork Ltd., Saskatoon, will build new plant facilities to replace inadequate existing facilities. Firm is in sash and door business, manufacturing a varied line of wood products. It started boat manufacture in 1958. Until now, these have been mainly wooden hull, but emphasis in the new plant will be on fibreglass construction.

Firm plans to erect two units of 4,000 sq. ft. each, one for manufacturing, one for paint room, motor section and storage. Renovation to present plant at 914-20th St., will provide marine showroom and sales office. Russell L. Lane is president.

• • •

Grier Manufacturing Chemists Ltd., Regina, has finalized plans to manufacture sanitary supplies for commercial and industrial uses. Plant is now under construction. Products will include: variety of waxes, detergents, cleansers and disinfectants under brand name, Sky Products. Plans to expand production into household products later are now under study. Company heads are D. Grier and M. Joyce.

• • •

Harding Industries Ltd. has moved its sheet metal operations into a new plant at 44th St. and Faithful Ave., in northern industrial area of Saskatoon. Cost of plant: $60,000. Main product is sheet metal stock items for dealers and installers, chiefly in heating trade. Custom work is done for commercial and industrial installations.

• • •

Fibrolite Ltd., manufacturer of fibreglass items, has moved to a new plant at 617 Avenue O (S), Saskatoon. Firm specializes in custom work in architectural materials. It has made plastic domes and roof panels for churches, as well as corrosion-resistant tanks and fume ducts for chemical plants. This year it plans to add complete line of fibreglass boats.

EXPANSIONS

Saskatchewan Clay Products has started a $160,000 modification and expansion program at its Estevan plant. Expansion, combined with recent discovery of new clay deposits, will make possible production of additional colors and types of brick. Plant's capacity will be increased 10%.

Western Canada Vegetable Oil Products Ltd., Saskatoon, is carrying out a major expansion program at Saskatoon to enable firm to produce varied line of vegetable oil products. Plant is nearing completion and production is scheduled for April.

Products to be made: mayonnaise, salad dressing, Italian dressing, French dressing, sandwich spread, margarine, etc. New line of products will be distributed from Lakehead to the Pacific.

Main raw material is rapeseed oil from **Saskatchewan Wheat Pool** which is completing new $750,000 vegetable oil plant in Saskatoon.

• • •

Hygrade Food Products Inc., Montreal, is undertaking a major expansion of its meat-packing plant to increase total area by over 30%. Expansion will provide space for two more eight-cage Atmos smokehouses, new and larger utensil washing room, group of cookers, plus miscellaneous processing equipment.

Total area will be 80,000 sq. ft. when this phase is completed. More manufacturing and packaging space has been planned for spring of 1961.

• • •

Canada Wire & Cable Co. has now completed a $250,000 expansion to its Fort Garry, Man., plant. Approximately $250,000 has been spent since last August for additional equipment and manufacturing facilities.

The equipment basically was bought to make a full range of steel-reinforced aluminum conductor for power utilities. It also complements existing equipment so that several additional products can be made, including: full range of line wire; Triplex and Quadres cable; smooth body aluminum transmission cable; guy wire; control cable and building wire.

• • •

Fudge's Industries at Moosomin, Sask., is now producing tubular steel and plywood school desks. It's marketing five sizes of combination desk and chair sets, as well as one large size of separate desks and chairs. Firm also produces a variety of other metal and wood products including freight carts, playground equipment, adjustable shelving, etc.

NEW PROJECTS

A new firm, **Eastern Bowling Corp.,** initially capitalized at $250,000, plans to set up largest bowling chain in the Atlantic Provinces. Ralph M. Medjuck, prominent Halifax lawyer, heads the firm.

First location is now under construction in Tuft's Cove, Dartmouth, and will be completed in early April. Firm has leased space from **Commercial Developments (Maritimes) Ltd.** Medjuck said it is actively negotiating in seven localities in the four provinces. Over 150 bowling lanes will be constructed in these locations.

Double Diamond Bowling Ltd., will outfit the Tuft's Cove development which will feature 24 automatic bowling lanes, include facilities for children, restaurant and meeting rooms.

• • •

Bird Construction Co., Regina, has won a contract for first phase of new head office building of **Saskatchewan Power Corp.,** in Regina. Contract covers excavation, pile foundations and hoarding. Architect is **Joseph Pettick.** Construction starts immediately and completion date for this phase is May 31, 1961. Office is to be ready in 1963.

• • •

Central Mortgage & Housing Corp. has made a $1.3 million loan to University of British Columbia, Vancouver, for construction of dormitory accommodation for 336 resident students.

• • •

Central Mortgage & Housing Corp. has made a loan of $7.4 million to the Greater Vancouver sewerage and drainage district to assist in construction of the Iona Island sewage treatment plant. Plant will serve all Burrard Peninsula to around Boundary Rd., and also a part of Burnaby. When in operation, and all required connecting sewers are constructed, it will eliminate a large part of the pollution of waters of English Bay, False Creek and Vancouver Harbor.

• • •

Contracts totaling over $436,000 for construction of sewage works have been awarded by Ontario Water Resources Commission. **Swansea Construction Co.,** Toronto, won a $156,791 contract for a sanitary trunk sewer and a $98,694 contract for a main sewage pumping station, both for Markham.

George Wimpey & Co., Toronto, won a $115,267 contract to construct sanitary sewers in Brampton, while **Marentette Brothers Ltd.,** Windsor, will build relief sewers in Owen Sound on a $65,338 contract.

• • •

A federal-provincial land assembly project for development of around 67 residential building lots will be undertaken in Kirkland Lake, Ont. Costs of the project will be shared on a 75%-25% basis by the federal and provincial governments respectively. On completion, sale of lots will be done through Sudbury office of CMHC.

• • •

W. C. Wells Construction Co., Saskatoon, has been awarded a $82,446 contract for reconstruction work on Buffalo Pound Lake, near Moose Jaw, Sask. The lake is an artificial reservoir on the Qu'Appelle River, and supplies Regina and Moose Jaw with domestic water.

PHONE SCRAMBLER, which hooks onto ordinary phone handset, garbles your voice. Sound is restored to normal at other end of line by an identically coded set.

How to Be Unintelligible —Deliberately, That Is

An Ottawa company hopes to open a commercial market in Canada for electronic scramblers designed to keep telephone conversations private.

The scrambler, which looks like a fat telephone handset, garbles speech at one end of the line and restores it to normal at the other.

The device was introduced in the U. S. recently by **Delcon Corp.,** and **Electronic Materiels International Ltd.,** Ottawa, hold rights for Canadian distribution and production.

Bell Telephone Co. of Canada will install "privacy" equipment, but says there has been no demand from commercial customers.

Canadian Overseas Telecommunications Corp. has electronic units to ensure privacy on transAtlantic phone calls. Garbling devices are also used by defence authorities.

Eric Sullivan, EMI's marketing manager, says he will try to sell the portable scramblers to executives for whom business transactions could be frustrated because information leaked out when someone eavesdropped on phone conversations — inadvertently or deliberately.

The scramblers would also protect against wire-tapping, but there has been little evidence of this activity in Canada.

Bell Telephone says it hasn't received any serious wire-tapping complaints from business firms. Only recent case that could be remembered was a Lakehead alderman who charged his phone was being tapped during a strike against an independent telephone company.

Wire-tapping is common in the U. S., where business espionage seems more rampant than in Canada.

WHAT'S NEW

LOOKING for helpful tools for your business? Gift ideas? Import-sales deals? Here is this week's checklist of interesting new products from plants around the world:

LESS NOISE: A silent staff paging system to replace the noise and confusion of buzzer, bell or P-A call systems has been introduced in the U. S. Method is based on a noiseless vibrator-receiver worn on the belt of key personnel. Size of a cigarette package, receiver is triggered by individual signal from centrally-located transmitter.

COATING CERAMICS: Method of covering ceramic materials with metallic coatings at relatively low temperatures has been developed in France. Ceramic is first covered with special paste containing molybdenum and vanadium and baked at 1,400° C. Desired metal is then applied electrolytically.

LEAD WALLPAPER is the latest U. S. development for soundproofing. Lead is applied to cloth which is then pasted to the wall like paper. Limpness of lead makes it absorb sound instead of vibrating with it, developers say.

SPOT-PROOF: A new stain repellant is claimed to be proof against oily materials as well as water-based spots such as ink and beer. Works by closing fibres of cloth against water or oil which form beads on surface of material. These can be shaken off or blotted. For factory application only.

CONVEYOR BELT: Steel tubing and a V-shaped hard rubber belt are combined in a lightweight, space-saving conveyor system developed in the U. S. Belt rides in channel on top of tubing and returns inside it. Requires little maintenance, is quiet, clean and rapid, makers claim.

NEW LITERATURE: Fostoria Corp., Fostoria, Ohio; eight-page bulletin describing infrared comfort heaters for outdoor use . . . **Vermiculite Institute,** Chicago; technical data sheet on fireproofing of steel floors, roofs, etc. . . **Edwards of Canada Ltd.,** Owen Sound, Ont., information on new "in-and-out" personnel tracking system.

P.E.I. Peat Bogs Producing Again

From Our Own Correspondent

CHARLOTTETOWN — Plans to develop sale of peat moss to florists and home gardeners, as a soil additive, could revive an abandoned industry in Prince Edward Island.

Claude Ives and Mrs. Velma Bendtsen will market moss found in a large deposit at Blank Banks. A previous project was given up in 1942 when the war made baling machinery unavailable.

A geological survey has found four major bogs on the island, the two biggest covering 1,700 acres. National Research Council for six years has been studying possible uses of peat for industrial chemicals.

Among suggested uses:

- As an ingredient in wax.
- Hydrolized with acid to yield fermentable sugar.
- In certain plastics.

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Paper Firms' Sales, Profit Up Newsprint Output at New High

- *Great Lakes' depreciation charges decline . . .*
- *MacMillan's lumber revenue may be lower . . .*

By NESTOR

GREAT LAKES PAPER CO. annual report, expected in about two months, should show higher sales and much better earnings than in 1959.

Based on first nine months' results, **FP** has estimated that net earnings for 1960 could be close to $2 per share ($1.48 year before). If year-to-year gain in sales in the first nine months (4%) was maintained during the fourth quarter, volume for the full year could be over $37 million ($35.8 million).

Bigger percentage increase in profits reflects the lightening burden of interest and depreciation charges, and reduction in the premium on the Canadian dollar.

Sharp drop in the Canadian dollar premium following the December budget would have come too late in the year to have had any appreciable effect on 1960 results. However, premium had been declining earlier from over 5% in early part of the year to around 2% in December.

With the Canadian dollar now worth less than $1.01 U.S., Canadian newsprint makers will get nearly $134 (Canadian) per ton for newsprint sold in U.S. Present price is $134 (U.S.) per ton delivered. When the dollar premium was around 5%, Canada's newsprint firms were absorbing up to $7 in discount loss per ton of newsprint sold in U.S.

Total Canadian newsprint output in 1960 was a record 6.7 million tons, up 5.4% from 6.4 million tons the year before. Industry output represented 88.5% of capacity (85% year before). Earlier in the year, Great Lakes estimated its own 1960 production would be about 75% of capacity.

Shipments to all areas were up 5.1% last year. Increases over year before were 2.8% to U.S., 3.1% to Canadian consumers and 20.4% to other markets.

Great Lakes' newsprint shipments in Jan.-Sept./60 (latest figures available) were up 11.5% over a year earlier.

Company has started a $3.25 million capital program which includes major changes in two newsprint machines. The program involves no new financing.

At recent market price of $43, common stock is 43% above UV level ($30), could rise 33% before reaching OV level ($57). Price is 21.5 times estimated 1960 earnings of $2 per share. Yield is 3.72% at indicated annual dividend rate of $1.60 per share. Price in 1960/61 ranged between a high of $44¾, a low of $35.

* * *

MACMILLAN, BLOEDEL & POWELL RIVER LTD. earnings for 1960 are believed to have improved moderately over the previous year and could be close to $1.20 per share ($1.13 in 1959).

First nine months' net last year amounted to 89c per share, up from 82c in like 1959 period. Operating revenue was 8.5% higher at $220.3 million.

Full year production figures are not yet available, but output of three of MB & PR's principal products — newsprint, lumber and plywood — was probably higher than in 1959.

British Columbia Lumber Manufacturers' Association says shipments of lumber by west coast mills in 1960 approached 2,800 million ft. This is slightly more than in any previous year.

However, prices were exceptionally weak and sales revenue to the industry was possibly less than in 1959, when shipments were 2,354 million ft. Wages in the lumber industry were increased in mid 1960.

Good progress is being made in MB & PR's expansion program. The new newsprint machine for Port Alberni has been ordered; it will be 320 in. wide with speed of 3,000 ft. min. Annual capacity of 140,000 tons will make it among the largest machines on the continent.

Work will start this summer on construction of the machine room. The new machine should be ready in 1963.

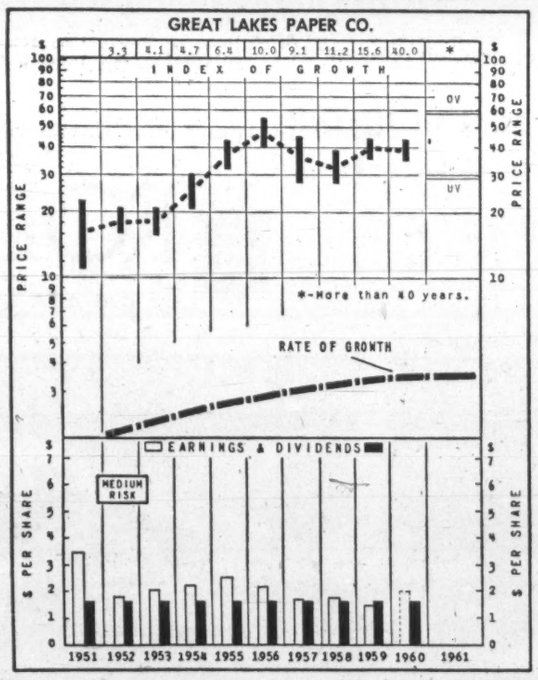
Company faces added competition from 1964 as a result of plans announced by **British Columbia Forest Products** to build a 350-ton-a-day (about 120,000 tons a year) newsprint mill at Crofton, B.C. (**FP**, Jan. 28).

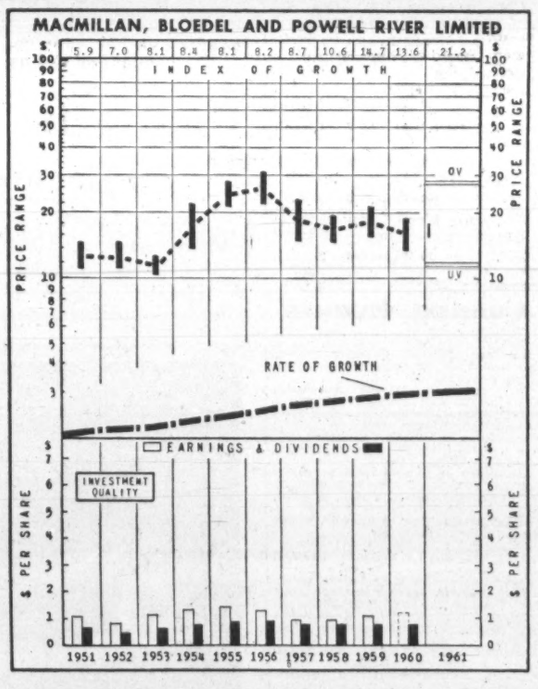
B.C. Forest will become the third newsprint producing company in British Columbia.

The Crofton mill, plus MB & PR's new machine, will increase the province's newsprint producing capacity by 25%. Rated capacity of British Columbia mills in 1960 was 996,385 tons a year.

Both firms have said, however, that while existing facilities are adequate for current consumption, additional capacity will be needed to meet growing demand over the next few years.

At recent market price of $16¼, common stock is 35% above UV level ($12), could rise 66% before reaching OV level ($27). Price is 13.5 times estimated 1960 earnings of $1.20 per share. Yield is 4.62% at indicated annual dividend rate of 75c per share. Price in 1960/61 has ranged between a high of $19, a low of $13⅜.





How to Read Nestor's Special Stock Charts

INDEX OF GROWTH: The rate at which the value of the equity behind the stock is doubling as determined by the growth rate at which it entered the year. A figure at 5.6 for the present year would indicate that at its current growth rate the equity value is doubling every 5.6 years.

PRICE RANGE: The annual high, low and mean price. Monthly ranges for the current year.

UNDERVALUATION AND OVERVALUATION PRICE LEVELS: Shown by the narrow horizontal lines above and below the stock's price range indicating price at which the particular stock is adjudged as underestimating or overestimating its future rate of growth. A stock showing a fast growth rate will sometimes anticipate growth by two or three years. In this case it may not be so attractive a purchase relatively as some other fast-growing stock that is not anticipating its growth beyond the immediate present. Other factors such as rate of growth and investment quality will also enter into the comparison an investor will want to make.

Without these UV or OV levels a current quotation of, say, 55 or 75 would carry no significance regarding long-range value. The UV/OV levels also permit judgment as between one stock and another. They are not designated points of purchase or sale nor do they attempt to show what will be a stock's bottom or top figures in any given year.

RATE OF GROWTH: The rate as based on Nestor's tests at which the company is showing underlying or long-term growth. This will determine the price trend of the company's common stock over a period of years and in most instances the trend of dividend payments.

**Background and principles behind the selection by Nestor were discussed in special article in FP Jan. 10, 1953. A limited number of reprints are available on request.*

Toronto-Dominion Bank Promotions, Appointments

W. G. ABERDEIN, accountant, Eglinton | St. W., Toronto, to be manager, King & Sq. & Victoria Park, Toronto, to be 1st assistant accountant, Queen & Spadina, Toronto.

D. P. H. LAUER, assistant manager, mortgage department, head office, to be accountant, Toronto division, Toronto.

R. MUTCH, superintendent, Eastern division, Montreal, to be superintendent, Toronto division.

N. A. WHITE, superintendent, business development (domestic), to be superintendent, public relations, head office, Toronto.

D. A. PATERSON, special representative, to be an assistant manager, 3 King William St., London, Eng.

R. M. DUNN, supervisor, to be superintendent, Alberta division, Edmonton.

T. H. PRINGLE, supervisor, to be superintendent, B. C. division, Vancouver.

S. COY, supervisor, credit department, head office, to be supervisor, administration, Toronto division, Toronto.

A. N. E. HILLIARD, supervisor, administration, head office, to be supervisor, administration, Ontario division, Toronto.

L. S. CALVERT, salary plan administrator, to be superintendent, planning, head office, Toronto.

A. H. CARPENTER, position analyst, to be chief position analyst, head office, Toronto.

G. E. STEPHENSON, chief position analyst, to be supervisor, position evaluation, head office, Toronto.

R. M. THOMSON, supervisor, Toronto division, Toronto, to be assistant manager, St. James & McGill Sts., Montreal.

W. R. COLLIER, manager, 25 Adelaide St. W., Toronto, to be manager, King & Yonge Sts., Toronto.

P. KENNEDY, manager, Bleury & St. Catherine Sts., Montreal, to be superintendent, Eastern division, Montreal.

C. A. VENN, manager, Hastings & Main Branch, Vancouver, assigned to other duties in the corporate credit division, head office, Toronto.

P. DOUESNARD, manager, St. Jean, Que., to be manager, 100 d'Youville St., Quebec.

D. R. STEVENS, manager, The Pas, Man., to be manager, Benito, Man.

T. F. C. CARRICK, manager, Benito, Man., to be manager, Geraldton, Ont.

G. WEBSTER, manager, Geraldton, Ont., to be manager, The Pas, Man.

J. A. DICKIE, manager, Rosemont Shopping Centre, Regina, to be manager, Thompson, Man.

J. G. JAMES, manager, Thompson, Man., transferred to the credit department, western division, Winnipeg.

R. McLEAN, inspector, western division, Winnipeg, to be assistant manager, 1822 Scarth St., Regina.

T. J. BROWN, assistant manager, Queen & Spadina, Toronto, to be a supervisor, credit department, B. C. division, Vancouver.

G. A. R. FERGUSON, assistant manager, King & Bay Sts., Toronto, to be superintendent, western division, Winnipeg.

F. G. HARPUR, assistant manager, St. James & McGill Sts., Montreal, to be assistant manager, King & Bay Sts., Toronto.

N. M. PATON, assistant manager, Bleury & St. Catherine Sts., Montreal, to be manager.

J. L. PATON, assistant manager, 1822 Scarth St., Regina, to be a supervisor, credit department, western division, Winnipeg.

P. W. HEYES, credit officer, Hastings & Seymour Sts., Vancouver, to be second assistant manager.

M. W. NASH, credit officer, Queen & Spadina, Toronto, to be assistant manager.

R. K. TONKIN, accountant, at Eglinton W. & Avenue Rd., Toronto, to be a methods officer, Toronto divisional office.

D. F. E. QUIGLEY, assistant accountant at Queen St. & Jameson Ave., Toronto, to be accountant at Glen Agar Plaza branch, Toronto.

H. B. SIGERSON, assistant inspector, B. C. divisional office, Vancouver, to be credit officer at Hastings & Seymour Sts. branch, Vancouver.

R. W. MOORE, accountant at La Salle, Ont., to be accountant at 2161 Wyandotte St., Windsor, Ont.

R. W. LEGGETT, accountant at 2161 Wyandotte St., Windsor, Ont., to be accountant at Wharncliffe Rd. & Oxford St., London, Ont.

W. J. CRAWFORD, accountant at Wharncliffe Rd & Oxford St., London, Ont., to be accountant at Richmond & King Sts., London, Ont.

E. G. BERRY, assistant accountant at Guelph, Ont., to be accountant at La Salle, Ont.

M. K. THOMPSON, 1st assistant accountant at Portage & Notre Dame, Winnipeg, to be credit officer at 1822 Scarth St., Regina.

J. A. TATE, liability officer at Victory Square branch, Vancouver, to be accountant at Chilliwack, B.C.

R. REES, accountant at Adelaide & Victoria Sts. branch, Toronto, to be accountant at 5928 Yonge St., Toronto.

P. K. ROSS, accountant at 5928 Yonge St., Toronto, to be accountant at Mount Pleasant Rd. & Davisville Ave., Toronto.

K. LEIS, accountant at Queen St. & Jameson Ave., Toronto, to be securities officer at King & Yonge Sts., Toronto.

D. L. BROCKBANK, accountant at South Porcupine, Ont., to be accountant at Sault Ste. Marie, Ont.

G. VANHORNE, chief clerk at 270 Geneva St., St. Catharines, Ont., to be accountant.

G. R. LUCAS, assistant accountant at Market St. branch, London, Ont., to be accountant at Bronte, Ont.

A. B. COBB, accountant at Westboro branch, Ottawa, to be accountant at Brockville, Ont.

J. F. DARBY, accountant at Brockville, Ont., to be credit officer.

R. T. SISCO, accountant at Orangeville, Ont., to be credit officer.

K. M. GREGG, assistant accountant at Orangeville, Ont., to be accountant.

B. D. WAPSHOTT, instructor, training school, head office, to be accountant at Bloor St. & Islington Ave., Toronto.

R. A. BLAKLEY, accountant at Yonge St. & Teddington Park, Toronto, to be credit officer.

J. R. MILLER, accountant at Bloor St. & Islington Ave., Toronto, to be accountant at Queensway & Kipling branch, Toronto.

E. H. W. BRADFORD, accountant at Queen St. & Spadina branch, Toronto, to be a credit officer.

J. G. McFADYEN, 1st assistant accountant at Queen St. & Spadina Ave., Toronto, to be accountant.

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DATED at Toronto, Ontario, this 2nd day of January, 1961.

H. C. Mills,
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BRITISH OXYGEN CANADA APPOINTMENT

CLAUDE CLERMONT

Claude Clermont has been appointed District Manager for British Oxygen Canada Limited in Montreal in an announcement made by A. Ray Dow, General Sales Mnager. Mr. Clermont brings to his position 19 years of welding experience. He has been a member of the Canadian Welding Society's Montreal Chapter since its founding and has served as vice-president and chairman.

Ottawa to Spend $20 Million On Computers?

OTTAWA (Staff)—The federal government may spend $10 million to $20 million on new computers — or "electronic brains" — during the next two or three years.

They are being considered at the moment, **FP** learns, for uses as varied as:

- **Helping** the Department of Transport provide more accurate long-range weather forecasts.
- **Keeping** tab on the amours of valuable breeding stock in the Agriculture Department's scientific sections.
- **Making** Revenue Department tax collections more efficient and tax evasion more difficult.

Latest sector of the federal government to get a computer is Atomic Energy of Canada Limited, for use at its Chalk River, Ont., centre.

This is Bendix G20, handled in Canada by **Computing Devices of Canada.**

Price was something over $750,000 and when it is installed next December or January another $150,000 worth of housing will be needed.

AECL already has a Burroughs 220 at Chalk River, but the G20 is said by its distributors to be 100 times as powerful.

Its main use will be in vastly enhancing the research potential at Chalk River.

The Public Works Department, has found computers excellent for working out grade and fill requirements on sections of the trans-Canada highway.

If every possibility for computer use now under one degree of consideration or another finally results in a purchase, it would mean perhaps eight of the large ones that sell in the $1 million to $2.5 million range.

DOT will likely be among the first to get the next machine the government decides to buy.

Apart from weather records, it also may later find it worthwhile to have a second computer to help keep sorted its miles of technical information on apportionment of radio and television wavelengths, navigational information, etc.

The Revenue Department has for some time been exploring uses it could make of a computer.

A main one would be to eliminate or reduce the number of facets in its tax collection business which now depend only on spot checks to ensure honesty.

A computer likely would make it possible, for example, for cross checks to be made of company dividends and shareholders' income tax returns — to see that all were declared.

The Mines, Agricultural and Post Office departments are also prospective customers for computers.

The Civil Service Commission is another possible customer. So is the National Research Council, which already uses some smaller computers.

Electronic Brain Goes in, But Staffs Aren't Sliced

OTTAWA (Staff) — Electronic "brains" more often supplement than displace human brains — at least to start with.

This is a main general conclusion to be drawn from a recent Labor Department study of the impact on manpower of a growing use of computers in Canada.

Details of the study have not yet been published, but **FP** is told the study shows introduction of a computer into a company's operations usually expands its capacity rather than causing serious dislocations of personnel.

But it could mean fewer new jobs opening up in future, the study suggests.

There are exceptions to this, though.

One was the decision by the Canadian Army pay ledger unit to rent (at about $5,500 a month) an International Business Machines 650 computer about three years ago. It was the first big one to go into federal use.

It displaced about 80 typists and operators of adding machines.

These were difficult jobs to keep filled anyway, federal officials told **FP.**

But the reduction in staff costs, they added, more than made up for the cost of the computer.

Perhaps the most elaborate computer complex is that built around an IBM 705 at the Dominion Bureau of Statistics. It was installed last August at a cost of about $2.5 million.

Its main immediate use will be to handle the millions of figures turned out in connection with the regular 10-year census to be taken in June.

This will eliminate the need to hire some 2,200 key-punch operators, train them and then let them go after the five months of work the census job usually takes.

Instead, perhaps 100 persons will have to be hired to handle extra work because of the census.

CAE Expands Into Germany

MONTREAL (Staff)—Expansion-minded **Canadian Aviation Electronics Ltd.** has set up a subsidiary in West Germany.

It's the third foreign operation opened by the company in the last year.

Known as **CAE Electronics GmbH**, the new company will have its headquarters in Bad Godesberg, near Bonn.

Initially its job will be to maintain the complex F-104 flight simulators CAE is building for the air forces of Canada, Germany, Holland and Belgium.

The company has orders for about 30 of the machines which are used to train pilots on the ground. Value of present contracts is some $25 million and the program will take four years.

But more important in the long run, CAE will have a foot in the door of the European Common Market.

Foreign expansion is an important part of thinking of James F. Tooley, CAE's president. He has already established **Oneida Electronics Inc.** in Utica, N.Y., and **Calmont Industries** in Los Angeles.

CAE has been active in Europe since 1958 when it sent specialists over to carry out maintenance work on CF-100 simulators in service with Canadian and Belgium air units.

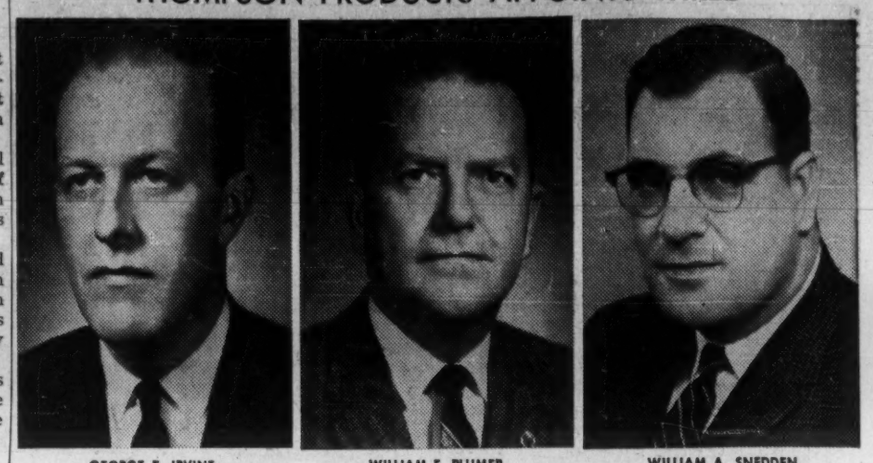
Personnel now in Europe will form the nucleus of the new operation. Some engineers and technicians will be transferred from CAE's Montreal and Winnipeg plants and others will be recruited in Europe.

Flight simulators promise to become increasingly important as aircraft become more complicated and expensive.

A $6-million airliner has to be used on revenue-earning flights as much as possible and carriers want maximum ground training carried out on flight simulators.

ANNOUNCEMENT

THOMPSON PRODUCTS APPOINTS THREE



GEORGE E. IRVINE — WILLIAM E. PLUMER — WILLIAM A. SNEDDEN

Mr. R. S. Kenerson, president, Thompson Products, Limited, St. Catharines, Ont., has announced three appointments effective December 1, 1960. George E. Irvine has been named Manager of the Automotive-Mining division; William E. Plumer takes over the Replacement division as division manager; William A. Snedden becomes assistant treasurer. Thompson Products, Limited, are leading manufacturers of automotive, mining, aircraft, and electronic components.

Rail Earnings Of CPR Down 7% for 1960

MONTREAL (Staff) — **Canadian Pacific Railway's** net rail earnings for 12 months to Dec. 31/60 were down 6.6% to $33.7 million ($36 million in 1959).

For December the drop was 8.1% to $4.1 million ($4.5 million).

Here are the figures:

	Month of December 1960 $	1959 $	Decrease $
Rlwy. rev. ..	34,723,889	39,175,349	4,451,460
Rlwy. exp. .	30,618,127	34,707,247	4,089,120
Net earn. .	4,105,762	4,468,102	362,340
	12 mo. from Jan. 1		
Rlwy. rev. ..	457,105,482	477,805,674	20,700,392
Rlwy. exp. .	423,430,812	441,759,581	18,328,769
Net earn. .	33,674,670	36,046,293	2,371,623

Coming Events

American Material Handling Society meeting, April 5, Sheraton Mt. Royal Hotel, Montreal.

American Water Works Association (Canadian section) meeting June 1-3, Cleary Auditorium and Memorial Convention Hall, Windsor, Ont.

Association of Municipal Electrical Utilities of Ontario meeting, Feb. 26-March 1, Royal York Hotel, Toronto.

Association of Ontario Land Surveyors meeting, Feb. 13-15, Cleary Auditorium and Memorial Convention Hall, Windsor, Ont.

British Motor Show, April 6-10, Queen Elizabeth Hotel, Montreal.

Canadian Air Traffic Control Association meeting, May 1-3, Sheraton Mt. Royal Hotel, Montreal.

Canadian Association of Textile Colorists and Chemists (Quebec Section), April 21-22, Sheraton Mt. Royal Hotel, Montreal.

Canadian Highway Safety Conference, April 30-May 4, Queen Elizabeth Hotel, Montreal.

Canadian Motor Vehicle Association convention, June 28-30, Halifax.

Canadian Musical Educators Association meeting, April 4-8, Queen Elizabeth Hotel, Montreal.

Canadian Physiotherapy Association meeting, April 26-30, Queen Elizabeth Hotel, Montreal.

Canadian Telephone Employees Association meeting, April 10-11, Sheraton Mt. Royal Hotel, Montreal.

Canadian Tire Dealers and Retreaders Association meeting, April 11-15, Queen Elizabeth Hotel, Montreal.

Canadian Wholesale Grocers Association meeting, April 23-26, Queen Elizabeth Hotel, Montreal.

Corporation of Professional Engineers of Quebec, April 7-8, Queen Elizabeth Hotel, Montreal.

Eastern Canada Better Home Builders Show, April 20-25, Show Mart, Montreal.

Federation of Ontario Naturalists, annual meeting, Feb. 25, Port Hope, Ont.

Grocery Products Manufacturers of Canada, first annual meeting, March 28-29, Royal York Hotel, Toronto.

Imported Cars Show, April 3-9, Show Mart, Montreal.

International Air Transport Association meetings, April 16-27, Queen Elizabeth Hotel, Montreal.

International Congress of Pure and Applied Chemistry, Aug. 6-12, Queen Elizabeth Hotel, Montreal.

Manitoba Power Commission convention, April 28, Marlborough Hotel, Winnipeg.

National Retail Furniture Association convention, April 9-13, Queen Elizabeth Hotel, Montreal.

North American Wildlife Conference, March 6-8, Statler-Hilton Hotel, Washington, D.C.

Ontario Association of Agricultural Societies and Class "B" Fairs meetings, Feb. 22-23, King Edward Hotel, Toronto.

Ontario Association of Real Estate Boards, Feb. 20-21, Cleary Auditorium and Memorial Convention Hall, Windsor, Ont.

Ontario Chamber of Commerce meeting, May 8-12, Cleary Auditorium and Memorial Convention Hall, Windsor, Ont.

Ontario Municipal Electric Association meeting, Feb. 26-March 1, Royal York Hotel, Toronto.

Ontario Public School Men Teachers' Federation, April 6-7, Cleary Auditorium and Memorial Convention Hall, Windsor, Ont.

Ontario Research Foundation (technical sessions of the advisory committee on fisheries and wildlife research), March 3-4, Ontario Agricultural College, Guelph, Ont.

Packaging Association of Canada meeting, April 26-28, Windsor Hotel, Montreal.

Prospectors and Developers Association 29th annual meeting, March 5-8, Royal York Hotel, Toronto.

Quebec Hospital Association conference, April 18-22, Queen Elizabeth Hotel, Montreal.

Quebec Outfitters meeting, April 10-13, Queen Elizabeth Hotel, Montreal.

Specification Writers Association meeting, April 27-30, Queen Elizabeth Hotel, Montreal.

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ANNOUNCEMENT

MASSEY-FERGUSON APPOINTMENT

G. KEITH BLAIR

The appointment of G. Keith Blair as Acting Treasurer and Assistant to the Vice President Finance is announced by K. C. Tiffany, Vice President Finance, Massey-Ferguson Limited.

Mr. Blair graduated from the University of Toronto with a Bachelor of Commerce degree in 1947 and joined the Company as an executive trainee in early 1948. He has worked in most divisions of the Company and has travelled widely in connection with export and special operations. Latterly he has been General Credit Manager in both North American operations and at the Corporate level.

HUDSON'S BAY SHIP

Hudson's Bay Co., Winnipeg, has purchased a new supply ship, MV Pierre Radisson for service next summer on the central and eastern Arctic run, the company announced. The new ship has 103,000 cu. ft. of cargo space, and replaces the Rupertsland which had 37,000 cu. ft. of general cargo space.

ANNOUNCEMENT

SEIBERLING APPOINTMENT

B. K. ZIEMANN

W. H. Mason, President, Seiberling Rubber Company of Canada, Limited, has announced appointment of B. K. Ziemann as Sales Manager of the Company.

A native of Hamilton and a graduate of McMaster University, Mr. Ziemann joined the Company in 1959. He has had extensive experience in rubber industry sales and sales promotion.

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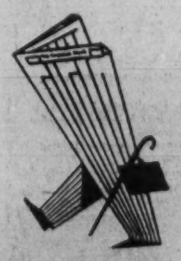

THE FINANCIAL TIMES
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Grain Prices

Winnipeg Futures

Week to Jan. 30, 1961

Crop year from Aug. 1, 1960 High	Low		High for Week	Low for Week	Close Jan. 30
		Oats—			
.80¼	.74¼	May	.76¼	.76¼	.76¼
.78¼	.74¼	July	.77¼	.76¼	.77¼
.78¼	.76¼	Oct.	.78¼	.77¼	.78¼
		Barley—			
1.00¼	.95	May	.98¼	.97¼	.98¼
.99¼	.95	July	.99¼	.98¼	.99¼
.99¼	.97	Oct.	.99¼	.99¼	.99¼
		Rye—			
1.09	.97¼	May	1.08	1.05¼	1.08
1.08¼	.98¼	July	1.07¼	1.05	1.07¼
1.09¼	1.05	Oct.	1.09¼	1.06¼	1.09¼
		Flax—			
3.28¼	2.80	May	3.10¼	3.05¼	3.07¼
3.10¼	2.79	July	3.09¼	3.04¼	3.05
3.07	2.89	Oct.	3.03¼	3.00	3.01¼

Winnipeg Cash

	High For Week Jan. 30	Low	High Prev. Week	Low
Oats—				
2 C. W.	.75¼	.75¼	.76¼	.75
3 C. W.	.72¼	.72¼	.72	.71¼
Barley—				
1 Feed	.93	.92¼	.93¼	.91¼
2 Feed	.91¼	.91	.92¼	.89¼
1 Malt	1.06¼	1.06	1.07	1.05¼
Rye—				
1 C. W.	1.03¼	1.00¼	1.01¼	.99¼
2 C. W.	1.03¼	1.00¼	1.01¼	.99¼

Chicago Futures

Week to Jan. 30, 1961

Crop year from Aug. 1, 1960 High	Low		High for Week	Low for Week	Close Jan. 30
		Wheat—			
2.15¾	1.95¼	Mar.	2.15¼	2.12	2.15¼
2.14¼	1.94¾	May	2.14¼	2.10	2.14¼
1.95¼	1.82¼	July	1.95¼	1.91¼	1.94¼
1.97¼	1.85¼	Sept.	1.97¼	1.93¼	1.97¼
2.03¼	1.87¼	Dec.	2.03¼	1.96¼	2.03
		Corn—			
1.17¼	1.05	Mar.	1.16	1.11¼	1.15¼
1.20¼	1.09¾	May	1.20¼	1.15¼	1.20
1.24¼	1.12¼	July	1.24¼	1.18¼	1.23¼
1.25¼	1.12¾	Sept.	1.25¼	1.18¼	1.24¼
1.24	1.13¼	Dec.	1.24	1.18¼	1.23¼
		Oats—			
.74¼	.62	Mar.	.67¼	.65¼	.67¼
.74¼	.64	May	.69¼	.66	.69¼
.70¼	.63¾	July	.70¼	.66¼	.70¼
.72¼	.64¼	Sept.	.72¼	.67¼	.72
		Rye—			
1.27¼	1.11	Mar.	1.20¼	1.14¼	1.20
1.27¼	1.14¼	May	1.24¼	1.17¼	1.23¼
1.26¼	1.14¼	July	1.26¼	1.20	1.26¼
1.28¼	1.10¼	Sept.	1.28¼	1.21¼	1.24¼
		Soybean—			
Mar.			2.66	2.46¼	2.65¼
May			2.70	2.50	2.69¼
July			2.72¼	2.52	2.72¼
Sept.			2.41	2.32¼	2.40¼
Nov.			2.31¼	2.23¼	2.31¼

Chicago Cash

	High For Week Jan. 30	Low	High Prev. Week	Low
Corn—				
2 Yell.	..	..	1.13¼	1.12
Oats—				
1 H. W.	.71	.71	..	..

TORONTO STOCK EXCHANGE INDEX

	20 Indust.	20 Golds	15 B.M.	15 W.O.
Jan. 30	539.44	90.58	170.19	89.90
Jan. 27	539.50	92.70	170.97	89.82
Jan. 26	535.75	92.75	169.78	88.17
Jan. 25	536.81	94.01	170.17	89.43
Jan. 24	539.75	93.70	170.90	89.68
Month Ago	524.63	89.13	160.63	80.34
Year Ago	509.53	88.06	169.32	100.13
1960-61 High	524.08	97.35	176.74	106.78
1960-61 Low	471.44	74.88	148.54	77.78

MONTREAL STOCK EXCHANGE INDEX

	10 Util.	20 Indust.	30 Com.	10 Prprs.	15 Golds
Jan. 30	148.3	292.6	244.5	457.8	78.50
Jan. 27	147.7	292.7	244.4	459.1	79.37
Jan. 26	147.0	288.9	241.6	456.7	77.64
Jan. 25	146.5	288.4	241.1	457.8	79.88
Jan. 24	147.2	290.3	242.8	460.5	80.03
Mon. Ago	144.1	276.7	233.5	446.5	69.87
Year Ago	140.5	306.1	250.9	439.2	81.26
60-61 High	148.3	320.0	261.7	466.7	85.77
60-61 Low	135.1	258.5	218.5	405.0	66.66

DOW-JONES CLOSING STOCK AVERAGES

	30 Indust.	20 Rails	10 Util.	65 Stocks
Jan. 30	650.64	141.40	105.97	218.64
Jan. 27	643.59	140.54	105.14	216.63
Jan. 26	638.37	139.95	104.39	215.19
Jan. 25	637.72	140.28	104.38	215.06
Jan. 24	638.79	140.57	104.05	215.19

	30 Indust.	20 Rails	10 Util.	65 Stocks
1960-61 Low	566.05	123.37	85.02	189.84
Month Ago	615.89	130.85	100.02	205.91
Year Ago	626.20	151.27	85.99	207.23
1960-61 High	685.47	160.43	105.97	222.62

Significant Investors' Index Numbers

No. of Securities	Mach. and equip. 10	Pulp and paper 10	Milling 4	Oils 4	Textiles and clothing 7	Food and allied prod. 13	Beverages 8	Bldg. mater. 14	Total Industrials 72	Banks 7	Total Utilities 14	Total co's 93
1935 to date:												
High	947.5	1238.1	252.0	285.5	410.5	304.8	738.0	590.5	315.9	399.1	218.9	297.8
Low	68.5	51.6	59.7	40.9	77.7	72.4	79.3	68.7	56.1	68.4	64.5	60.6
1960 Monthly Figures:												
Jan.	741.9	1156.8	204.2	180.2	203.2	224.5	656.0	518.0	267.6	332.8	191.0	259.2
Feb.	713.0	1080.0	194.0	173.8	197.2	216.8	634.6	488.7	257.9	316.3	186.8	249.9
Mar.	671.4	1058.1	181.5	170.8	190.0	215.8	611.0	462.2	249.3	305.8	184.5	242.3
Apr.	682.2	1101.4	181.8	173.2	189.1	230.0	625.6	469.2	256.7	309.1	188.2	248.8
May	699.2	1124.7	184.8	168.0	190.9	224.5	632.5	466.7	257.4	308.8	188.1	249.2
June	685.7	1156.6	190.6	165.4	189.5	228.0	643.3	455.8	258.3	317.7	190.6	251.0
July	636.7	1111.7	182.5	161.9	183.6	233.6	638.9	423.2	249.8	311.5	187.3	243.6
Aug.	651.2	1124.7	189.8	172.0	190.0	239.3	641.7	424.4	255.3	322.9	191.6	249.3
Sept.	645.6	1127.2	200.0	175.5	180.7	245.4	646.7	425.2	254.2	329.3	191.7	248.9
Oct.	634.9	1083.3	201.0	169.8	171.6	245.4	634.4	416.0	246.5	318.6	187.8	241.7
Nov.	642.5	1093.0	210.9	180.9	181.0	248.8	674.2	417.4	258.0	328.5	188.2	251.1
1960-61 Weekly Figures:												
Dec. 1	654.1	1105.9	208.2	176.7	180.6	251.4	688.5	404.5	260.6	327.6	189.7	253.3
Dec. 8	672.3	1103.2	209.0	177.5	180.4	253.5	704.7	411.8	263.8	333.4	191.0	256.4
Dec. 15	688.3	1115.5	209.7	180.2	182.9	260.4	698.2	419.9	267.3	338.2	192.2	259.6
Dec. 22	698.5	1125.1	211.9	188.8	181.5	263.4	694.9	430.2	272.4	341.8	195.6	264.2
Dec. 29	696.2	1158.1	212.6	192.8	184.1	265.7	702.3	433.4	275.9	349.4	196.4	267.6
Jan. 5	714.2	1180.5	212.4	197.2	187.9	269.2	707.8	442.9	280.6	353.3	198.1	271.7
Jan. 12	716.1	1178.6	209.3	202.1	189.3	268.6	713.5	438.5	284.5	357.1	200.8	275.4
Jan. 19	742.7	1201.5	211.5	204.1	191.7	276.0	721.1	465.5	291.6	365.3	201.9	281.5
Jan. 26	737.7	1199.7	213.5	198.1	189.2	275.5	738.0	458.9	287.5	359.2	202.1	278.0

*High and low for year from 1935 to date inclusive are based on weekly figures used by the Dominion Bureau of Statistics.

Government Bonds

Jan. 31, 1961 (Supplied by Investment Dealers' Assoc. of Canada)

%	Due	Bid	Asked
Govt. of Canada Bonds:			
3	Perpetual	67¼	69¼
2¾	June 1967/68.	87¼	88¼
3¼	Jan. 1975/78.	82¼	84
3¼	Mar. 1996/98.	75¼	77¼
3	May 1961	99¾	100¼
3¼	May 1970	89¼	91¼
3¼	Oct. 1979	76¼	77¾
3¼	Dec. 1961	99¾	99¾
3¼	Sept. 1965	95¼	97
4¼	Sept. 1972	91¼	92¾
4¼	Sept. 1983	89¼	90¾
4¼	Jan. 1963	99¾	100¼
5¼	Oct. 1962	103¼	103¾
3¼	June 1974/76.	78¼	80
5¼	Apr. 1963	103¼	103¾
5¼	Apr. 1969	101¾	103¼
5¼	Oct. 1975	99¾	101¼
4¼	Dec. 1962	100¼	100¾
3	June 1962	99	99¼
4	Dec. 1963	99	99¼
Cdn. Nat. Railways:			
3	Jan. 1961/66.	91¼	92¾
2¾	Feb. 1961/63.	97¼	98¼
2¾	Jan. 1964/67.	88¼	89¾
3¼	Feb. 1972/74.	86	87¼
4	Feb. 1981	83¼	84¾
5¼	Dec. 1964	102¼	104
5¾	Jan. 1985	102¼	104¼
4¼	Apr. 1967	97¼	98¾
5	Oct. 1987	93¾	95¼
Int. Bank of Reconstruct. & Development			
3¼	Apr. 1965	91	93
3¼	June 1969	87	89
C'wealth of Australia:			
4	Nov. 1970	87	89
Prov. Govt. Bonds			
Alberta Tel. Gtd.:			
4¼	July 1976/78.	86	88
British Columbia:			
3	June 1964	92	94¼
Pac. Gt. East. Rly. Gtd.:			
4¼	Dec. 1987	86	88
Ontario Hydro:			
4¼	Nov. 1964/67.	94	96
5	Apr. 1974/77.	93¼	95¼
5¼	July 1978/80.	97¼	99¼
5¼	July 1970	99	101
3	Apr. 1968/70.	84	86
Quebec:			
4¼	Jan. 1974/77.	91	93
New Brunswick:			
4¼	Oct. 1968/71.	89¼	91¼
5	Oct. 1974/77.	91	93
Ontario:			
4¼	Dec. 1962/63.	98	99¼
3	Nov. 1963/65.	91	93
5	Jan. 1977/79.	93¼	95¼
5¼	May 1970	100	102
5¼	May 1978/80.	97¼	99¼
6	Nov. 1977/79.	102	104
Man. Hydro:			
5¼	Sep 1977/79/81	93	95
Manitoba:			
5¼	June 1976/79.	96	98
Quebec Hydro Commission:			
4¼	Dec. 1975/77.	89	91
5¾	July 1978/80.	96¼	98¼
Nova Scotia:			
5¼	June 1979/82.	97	99
Saskatchewan:			
4¼	Nov. 1974/76.	87	89
5¼	July 1978/80.	96	98
Newfoundland:			
4¼	July 1962/64.	95	97
5¼	Feb. 1977/79.	90	93

Advances and Declines

Week Ended	Toronto Ups	Downs	No Change	Montreal Ups	Downs	No Change
Dec. 23	373	262	204	136	91	136
Dec. 30	396	242	222	110	82	138
Jan. 6	544	167	126	146	53	127
Jan. 13	529	237	136	179	70	127
Jan. 20	367	357	166	169	93	130
Jan. 27	347	345	194	110	132	142

Volume of Stock Sales

	Montreal	Toronto	Calgary	Vancouver	N.Y.S.E.	American
Jan. 30	283,200	1,972,000	40,640	349,145	5,190,000	1,860,000
Jan. 27	360,400	1,914,000	19,008	288,738	4,510,000	1,500,000
Jan. 26	256,700	1,840,000	37,325	281,659	4,110,000	1,460,000
Jan. 25	346,200	1,975,000	21,885	210,722	4,470,000	1,470,000
Jan. 24	347,500	1,669,000	23,114	206,862	4,280,000	1,630,000

Price Earnings Ratio

RATIO OF MARKET VALUE TO EARNINGS OF THE 20 STOCKS COMPRISING THE TORONTO STOCK EXCHANGE INDUSTRIAL INDEX

EARNINGS PER SHARE	PRICE Jan. 27	RATIO Jan. 27	WEEK PREVIOUS	MONTH AGO	YEAR AGO
$53.02	$834.63	17.71	17.79	16.80	19.29

Average Yields

(COMPILED BY MOSS, LAWSON & CO.)

	JAN. 30 %	WEEK AGO %	MONTH PREVIOUS %	YEAR AGO %
114 Average Stock Yields	4.41	4.36	4.58	4.60
6 Banks	3.28	3.23	3.35	3.49
18 Preferred and "A" Stocks	5.06	5.06	5.11	5.43
64 Common Industrials	4.08	4.01	4.23	4.23
26 Mining	5.05	5.00	5.36	5.21

Dividend Changes

ACADIA-ATLANTIC SUGAR REFINERIES—Common, 37½c payable April 4, to holders of record March 10 ex-dividend March 8. Total paid or payable to date in 1961, 52½c; total paid to same date in 1960, 30c; total paid in 1960, 60c. Recent price: $20½.

GUARANTY TRUST CO. OF CANADA—Common, 22½c payable April 15 to holders of record March 31; ex-dividend March 28. Total paid or payable to date in 1961, 44½c; total paid to same date in 1960, 40c; total paid in 1960, 80c. Recent price: $34.

ROBERT MITCHELL—Cl. A $1 cum., 15c payable March 15 to holders of record Feb. 15. First dividend declared since 25c per share paid Sept. 15/60. Arrears at March 16/61, after giving effect to above payment, $1.35 per share. Recent price: $10.

NORTHERN QUEBEC POWER—Common, 45c plus 10c extra payable April 25 to holders of record March 30; ex-dividend March 24. Total paid or payable to date in 1961, 85c plus 10c; total paid to same date in 1960 80c; total paid in 1960, $1.60. Recent price: $30.

THOMPSON PAPER BOX—Common, 5c payable March 1, to holders of record Feb. 20; ex-dividend Feb. 16. Total payable to date in 1961, 5c; total paid to same date in 1960, 3c; total paid in 1960, 15c. Recent price: $3.25.

Profits Here

A regular listing of latest studies by investment firms.

UNION GAS—Alfred Bunting & Co., Dominion Bank Bldg., Toronto.

LOBLAW GROCETERIAS — McLeod, Young, Weir & Co., 50 King St. W., Toronto.

STANDARD PAVING & MATERIALS—Davidson & Co., 25 Adelaide St. W., Toronto.

INTERNATIONAL UTILITIES CORP.—Alfred Bunting & Co.

Bond Tenders

12 Noon, Feb. 2, 1961, Government of Canada, Treasury Bills — Due May 5, 1961 and Aug. 4, 1961, $120,000,000. Dated Feb. 3, 1961.

MOVE TO CANADA

All Canadian advertising and public relations for **Plibrico (Canada) Ltd.** will be handled by **Penn McLeod Advertising Co.** The account formerly was with a U. S. agency.

Unlisted Mines and Oils

Approximate quotations 3:30 p.m., Jan. 30, subject to confirmation and change. An asterisk (*) indicates an increase in price, a dagger (†) a decrease in price.

	Bid	Ask		Bid	Ask
Abbican	2¼	3¼	Con Cop	9¼	10¼
Abeta	3	4	Con Dur	7	9
Abino	15	18	Cn Fred	20	30
Aconic C	15	20	Con Hrp	5¼	8
Do vt	10	20	Cn Pnt	25	35
Advance	4¼	5¼	Cordell	2	4
Alexand	6	7	C Vauze	85	90
Am Kirk	2¼	3¼	Crackst	4	5
Anabar	¼	1	Craibee	†11	13
Anamaque	1	2	Croyden	1¼	2¼
Anuwon	1	2	Deriac	2¼	4
Arctic	1	3	Despina	3	4
Barinna	12	14	Destrad	¼	1¼
Beacon	3	4	Dom Ex	12	15
Belfast	3	4	Dumont	28	33
B Jck P	1	2	Dunvegan	3	4
Bour C	1	1¼	East Lun	1	2
Bracema	6¼	7¼	Ech Ind	¼	1
Braminc	7	9	Ego	*17	19
Bright	1	2	El Bon	2	3
Brilund	†4	6	Evenlode	6	7¼
B McDde	†8	10	Ex All	4	4¼
Bruce P	7	9	Farcroft	1	2
Brunnett	3	4	Forty F	69	72
Camdeck	2¼	3¼	Gn Cop	2	3
Camlaren	2	3	Gateway	5	7
Camray	¼	1	Glenburk	4	5
C Rd C	4¼	6	Glencona	¼	¾
C Al Mt	1¼	2¼	Glen Ech	2	4
Can Fer	93	98	G Harker	†7	7¼
Caral	3	5	Gd Labsi	¼	1¼
Cstlbar	8	10	Gldmaq	2¼	3¼
Cent Mn	3	4	Goldyke	¼	1¼
Cnt Hill	3	4¼	Gov Gld	2	3
Chellew	4	6	Halmon	3	5
Clinger	2	3	Hot Mn	2	4
Clix	1¼	2	Hornflt	6¼	7¼
Columbr	1	2	Hubert L	3	5
Comstock	3¼	5	Hucamp	20	23
Independ	8¼	9¼	Nipiron	8	9
Int Mt	*7	9	N Offsets	5¼	6
Inmnt C	6	8	Normar	1¼	2
Jamaican	6	7	Oceanic	15	25
Jean L	2	4	Oklend	3¼	4¼
Jerome	4	6	Orofino	19¼	20¼
KB Min	4¼	5¼	Pacemkr	2	3
Kamiac	9	11	Pascalis	16	18
Kenog	6	7¼	Pax Nw	5	6
Kenda P	¼	1¼	Pelanglo	1	2
Lrndona	1	2	Penelope	30	35
Laronge	¼	¾	Pickering	5	6
Larum	3¼	4¼	Picton	1¼	2¼
Lassie	9	11	Pn Pt	*1100	1150
L Expan	10	12	Pitchvein	4¼	5¼
L Renzy	2¼	3¼	Prudent	3	5
Lumecho	22	24	Quejo	3	4
Magoma	1¼	2¼	Quest	1	2
Main Ok	40	50	Raglan	9	11
Mall RL	3	4	Rnd Mal	3¼	4¼
Manecho	3	4	Redcon	5	7
Mrchnt	*24	28	Redruth	1	3
Mr Bird	3	4	Richgroup	3¼	5
Mt Gan	6	8	R Tinto	*90	100
Mat Yel	5¼	6¼	Rob RL	33	37
McCuaig	†2¼	3¼	Romar	—	2
McFinley	3¼	4¼	Rugged	2	3
McVitt	†180	190	Russett	4	6
Miles RL	2	3	Salmita C	4	5
Mindst	185	195	Sheldon	10	12
Mirado	10	11	Shield	*22	26
Montco	1	3	Shunsby	†5	6
Mt Keno	*3	3¼	Slad Qu	68	75
Mrky F	13	18	Site Bay	*3	4
Murmac	1¼	2¼	Sn Drift	10	18
Nasco	1	2	S Marysx	2	4
Nat Nw	33	37	Starlight	1	2
Nw Aug	1	2	Sunbear	1	1¼
N Insco	5	7	Thornert	¼	1¼
Nw Met	5	6	Timall	7	10
N Redwd	2	3	Tower	—	3
N Waico	2	3	Tresdor	4¼	5¼
Nicoba	3¼	4¼	U Ridge	5¼	7
Nickel L	¼	1¼			

Options on Stocks

Supplied by Kippen & Co., Inc., Montreal
90-day Call Offerings
per 100 shares
at current market prices
January 30, 1961

	$		$
Alta G Trunk	220	Falconbridge	295
Alta Nat Gas	160	Geco	160
Algoma Steel	250	Giant Yk	125
Aluminium	240	Gunnar M	85
Atlantic Coast.	25	Hollinger	190
Atlas Steels	175	Home Oil A	110
Bailey Selb A	80	Imp Oil	295
Bralorne	80	Kerr-Addison	140
B A Oil	240	Little Long L	35
Campbell Chib	70	Madsen R L	40
Can Cement	275	Maritimes	12
Can South Pet	47	Massey-Ferg	115
Cdn Delhi	60	Opemiska	70
Cdn Devonian.	70	Orchan	36
Cdn Export G.	25	Pacific Pete	130
Cdn Husky Oil	65	Provo Gas	27
Cdn Oil	250	Rio Algom	95
Cdn Sup Oil	140	Sherritt Gord	52
Cent Del Rio	60	Steep Rock	110
C Mng & Sm	195	Trans Can Pipe	185
C Mosher	37	United Oils	17
Denison M	130	Ventures	275
Dickinson M	45	Westcoast	175
Dist Seagram	275	West Decalta	18
Dome Mines	245	Willroy	18
Dom Dry & Sti	400	Wright-Harg	20

	Bid	Ask		Bid	Ask
Ungava C	*1	2	**OILS**		
U Prin	120	130	BC Oil	*1500	1700
Viking	14	16	B C rt	*1000	1200
Wadge	4	7	C Delh	400	4¼
Watson	6	8	GS Grs	12	14
Wesley	3	4	Harvest	16	11
Westfld	12	15	N Surp	60	80
Wst RL	2¼	3¼	O Smoky	¼	1
W Wasa	3¼	4¼	Paige P	3	—
Y Davds	16¼	18	P Dover	7	10
			Phoenix	33	37

Investment Stock Brokers

•

Cochran, Murray & Hay

LIMITED

Member, The Toronto Stock Exchange

Dominion Bank Building, Toronto

Hamilton Kitchener London

2937

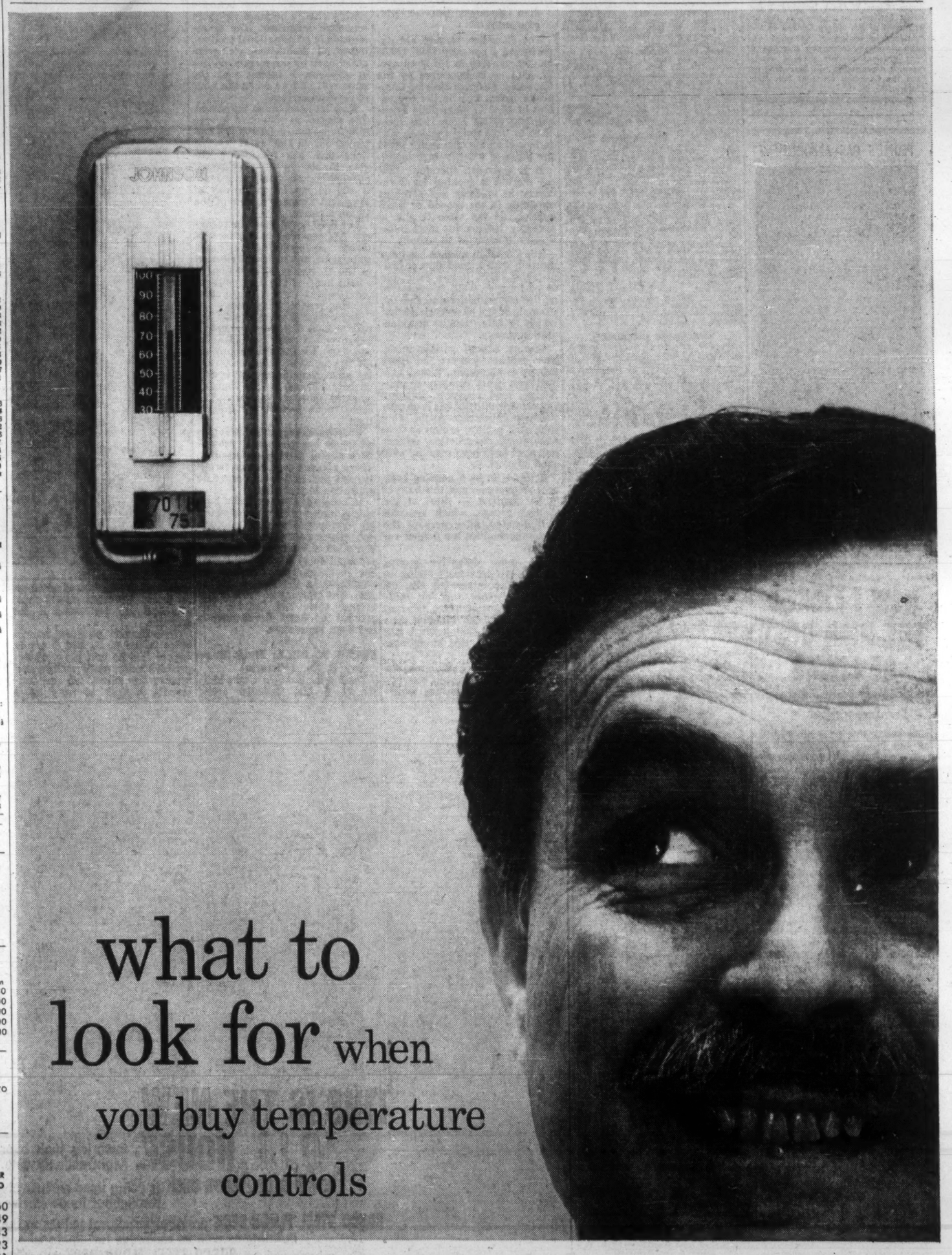
Corby Net Higher In First Quarter

H. Corby Distillery Ltd., Montreal, unaudited consolidated net profit in three months to Nov. 30/60 rose 2.8% to $522,104 ($507,692 in Sept.-Nov./59) equal to 47c (46c) per share.

Earnings per share were $1.25 in year to Aug. 31/60.

Here are first quarter details:

Three mos. ended Nov. 30:	1960 $	1959 $
Operating income	1,106,133	1,087,578
Less: Salaries, fees, etc.	15,319	15,980
Depreciation	30,404	33,583
Add: Invest. Inc.	32,829	32,766
Less: Income tax	571,135	563,089
Net profit	522,104	507,692



what to look for when you buy temperature controls

Use this money-saving idea to get more for your construction dollar.

There are two ways to select an automatic temperature control system: You can compare *prices* — and take your chances that all controls cost about the same to operate and maintain.

Or, you can compare *lifetime costs* — and discover that a Johnson Pneumatic Control System is not only the finest obtainable, but in the long run also is the most economical to operate and maintain.

You will find, for example, that a Johnson System is made to last for the life of your building, that it does *not* have to be replaced every 10 or 15 years. You will find that pneumatic controls are simpler, require less supervision and upkeep, consume less power.

When you build or air condition, you will get more for your money by asking your architect, consulting engineer, or local Johnson representative to compare control systems on the basis of lifetime costs. Then buy the system that results in the *lowest* lifetime cost, and join the owners of leading buildings everywhere who rely on Johnson Pneumatic Control!

Johnson Controls Ltd., Toronto 16, Ontario. Direct Branch Offices in Calgary, Edmonton, Halifax, Hamilton, London, Montreal, Ottawa, Quebec City, Regina, Toronto, Vancouver, and Winnipeg.

LOWEST LIFETIME COSTS

JOHNSON CONTROL

PNEUMATIC SYSTEMS

GROWING WITH CANADA SINCE 1912

Temperature and air conditioning control systems for commercial, industrial and public buildings — and ships

ANNOUNCEMENT

ROGER WILLIAMS TECHNICAL & ECONOMIC SERVICES, INC.

NELSON CANNON

Mr. Roger Williams Jr., Chairman of the Board, Roger Williams Technical & Economic Services, Inc., announces the appointment of Mr. Nelson Cannon as Vice President in charge of Canadian and Latin American operations. Direction of both divisions of this chemical market research organization will be carried out from the Canadian office at Don Mills, Ontario.

ANNOUNCEMENT

PEOPLE'S GAS APPOINTMENT

LEONARD SHACKLOCK

C. McLeod Pitts, President, People's Gas Supply Company Limited, Ottawa, announces the appointment of Leonard Shacklock as general manager of the company. Mr. Shacklock was formerly Sales Manager of People's Gas and has had 20 years' experience within the British Oxygen Group, of which People's Gas is a member.

(Advertisement)

HOW I LICKED THE HIGH COST OF LIVING

By a Wall Street Journal Subscriber

High prices and taxes were keeping me broke. I simply had to earn more money or reduce expenses.

One day I picked up a copy of The Wall Street Journal. In the pages of that remarkable newspaper I found immediate help. An article on building supplies gave me ideas on remodeling my home and showed me how to save $900. Another article showed me a profit-making opportunity.

I sent for a Trial Subscription to The Journal. I heeded its warnings. I cashed in on the ideas it gave me. Articles on food and clothing helped me cut expenses. Articles on taxes guided me on what to do to keep my taxes down. Now I'm slowly forging ahead.

This experience is typical. The Journal is a wonderful aid to salaried men making $7,500 to $25,000. It is valuable to the owner of a small business. It can be of priceless benefit to young men who want to win advancement.

The Wall Street Journal is the complete business DAILY. Has largest staff of writers on business and finance. The only business paper served by all three big press associations. It costs $24 a year, but you can get a Trial Subscription for three months for $7. Just tear out this ad and attach check for $7 and mail. Or tell us to bill you. Address: The Wall Street, Journal, 44 Broad St., New York 4, N. Y. CFP 2-4

ANNOUNCEMENT

C. B. WOODLEY

C. B. Woodley, whose appointment as manager of Northern Electric Company's London works became effective on January 3, 1961.

Record of Financing

Sales by Municipalities, Provincial and Dominion Governments. Offerings of Corporations and Securities.

DOMINION BONDS

Government of Canada Treasury Bills — Due Apr. 21, 1961 and July 21, 1961, $120,000,000. Issued Jan. 20, 1961. Sold at $99.205 to yield 3.22% and $98.269 to yield 3.53%.

Government of Canada — 4% bonds, due May 1, 1964, $150,000,000. Issued Jan. 18, 1961. Offered at $98.50 through dealers and banks. Of the $150,000,000 4% bonds due May 1, 1964, the bank of Canada has already agreed to acquire $50,000,000 on Feb. 1, 1961, in exchange for an equal par value of Government of Canada 3% bonds due May 1, 1961.

MUNICIPAL BONDS

City of Lambert, Que. — 5½% and 6% debentures, due Feb. 1, 1962-76, $498,500. Issued Jan. 9, 1961. Sold at $97.52 to L. G. Beaubien & Cie, Ltee, Banque Canadienne Nationale, Geoffrion, Robert & Gelinas and Florido Matteau & Fils.

School Commission for Mun. of St. Jean-Chrysostome, Que. — 5½% debentures, due Jan. 1, 1962-71, $41,000. Issued Jan. 10, 1961. Sold at $96.04 to J. E. Laflamme, Ltee.

Metropolitan Toronto Roman Catholic Separate School Board, Ont. — 6% debentures, due March 1, 1962-81, $1,250,000. Issued Jan. 12, 1961. Bought privately by a syndicate of dealers headed by J. L. Graham & Co. Ltd., Dawson, Hannaford Ltd. and Canadian Bank of Commerce.

City of Jonquiere, Que. — 6% debentures, due Feb. 1, 1962-71, $1,632,000. Issued Jan. 16, 1961. Sold at $94.047 to a syndicate of dealers headed by Banque Canadienne Nationale, Belanger, Inc. and La Corporation de Prets de Quebec.

School Commission for Mun. of St. David-de-Falardeau, Que. — 5½% and 6% debentures, due Dec. 1, 1961-70, $60,000. Issued Jan. 16, 1961. Sold at $95.79 to Banque Canadienne Nationale and Placements Kennebec, Inc.

Parish of St. Gedeon, Que. — 6% debentures, due Dec. 1, 1961-70, $190,000. Issued Jan. 16, 1961. Sold at $94.50 to J. E. Laflamme, Ltee, Oscar Dube & Cie, Inc., Lagueux & DesRochers, Ltee, La Corporation de Prets de Quebec and Grenier, Ruel & Cie, Inc.

Town of Wiarton, Ont. — 6% debentures, due March 1, 1962-81, $214,200. Issued Jan. 16, 1961. Sold at $97.50 to Bell, Gouinlock & Co. Ltd.

Parish of St. Basile-le-Grand, Que. — 5½% and 6% debentures, due Feb. 1, 1962-71, $252,500. Issued Jan. 17, 1961. Sold at $98.06 to Rene T. Leclerc, Inc.

Parish of St. Romuald d'Etchemin, Que. — 5½% and 6% debentures, due Feb. 1, 1962-76, $145,000. Issued Jan. 17, 1961. Sold at $97.76 to Jacques Legare & Cie Ltee, and Clement, Guimont, Inc.

Town of Waterloo, Que. — 5% and 5½% debentures, due Feb. 1, 1962-81, $50,000. Issued Jan. 17, 1961. Sold at $92.31 to Banque Provinciale du Canada and Belanger, Inc.

Municipality of the District of Lunenburg, Nova Scotia — 5¾% and 6% debentures, due Feb. 1, 1962-81, $180,000. Issued Jan. 18, 1961. Sold at $99.77 to G. E. Leslie & Co.

Toronto and Kingston Presbyterian Synod, Ont. — 6½% debentures, due Feb. 1, 1962-81, $488,000. Issued Jan. 20, 1961. Bought privately by Annett & Co. Ltd., Midland Securities Corpn. Ltd. and J. L. Graham & Co. Ltd.

CORPORATE SECURITIES

Superior Acceptance Corporation Ltd. — Series "A" notes, to mature Nov. 15, 1972, $1,000,000. Dated Jan. 19, 1961. Placed privately (U. S.) by Hallgarten & Co.

Trans-Prairie Pipelines, Ltd. — 6½% first mortgage sinking fund bonds, series "C", to mature Feb. 1, 1976, $2,500,000. Dated Feb. 1, 1961. Offered at $100.00 and accrued interest by Osler, Hammond & Nanton Ltd. and Dominion Securities Corporation Ltd.

Trans-Prairie Pipelines, Ltd. — 6¼% sinking fund debentures, series "A", (accompanied by common share purchase warrants entitling the holders to subscribe for 10 common shares each $500 debentures) to mature Feb. 1, 1976, $1,000,000. Dated Feb. 1, 1961. Offered at $100.00 and accrued interest by Osler, Hammond & Nanton Ltd. and Dominion Securities Corpn. Ltd.

The Consumers' Gas Company — 6% sinking fund debentures, to mature Feb. 15, 1981, $14,000,000. Dated Feb. 15, 1961. Offered at $100.00 and accrued interest by Dominion Securities Corpn. Ltd., A. E. Ames & Co. Ltd., Wood, Gundy & Co. Ltd., McLeod, Young, Weir & Co. Ltd., Nesbitt, Thomson & Co., Ltd., Gairdner & Co. Ltd., Bell, Gouinlock & Co., Ltd., Mills, Spence & Co. Ltd., Royal Securities Corpn. Ltd., Harris & Partners Ltd., James Richardson & Sons, Cochran, Murray & Co. Ltd., Midland Securities Corpn. Ltd., Matthews & Co. Ltd., Burns Bros. & Denton Ltd., Collier, Norris & Quinlan Ltd., R. A. Daly & Co. Ltd., Dawson, Hannaford Ltd., Equitable Securities Canada Ltd., W. C. Pitfield & Co., Ltd., Bankers Bond Corpn. Ltd., Bartlett, Cayley & Co. Ltd., Brawley, Cathers & Co., Anderson & Co. Ltd., F. W. Kerr & Co., Beatty, Webster & Co. Ltd., Charles H. Burgess & Co., Deacon Findley Coyne Ltd., Fairclough Co. Ltd., Flemming & Co., Ross, Knowles & Co. Ltd., Goulding, Rose & Co. Ltd., H. B. Housser & Co., Wills, Bickle & Co. Ltd., Walwyn, Stodgell & Co. Ltd. and Fry & Co. Ltd.

PREFERRED

Trans-Prairie Pipelines, Ltd. — 6% convertible cumulative redeemable preferred shares, series "A", (par value $50 per share), $1,000,000 (20,000 shares). Offered at $50 per share by Osler, Hammond & Nanton Ltd. and Dominion Securities Corpn. Ltd.

Mutual Funds

	Divd. pd. cents	Bid	Ask.
All-Can. C. F.	(30.624)	7.29	7.92
All-Can. Div. Fd.	(24)	5.55	6.03
American Growth	(15)	8.15	8.88
Assoc. Investors	(34.5)	7.89	7.95
Can. Invest. Fund	(36)	9.11	9.99
Canafund	(125)	37.77	39.66
Champion Mut. Fund	(16)	5.54	6.08
C'wealth Inter.	8(32)	8.22	9.03
Com. Lev. Fund	(16)	7.02	7.71
Corporate Inv.	(32)	9.21	10.07
Diversified Inc. B	(11.2)	3.95	4.30
Dom. Equity	(53)	15.65	15.99
Dom. Comp. Fund	(37.16)	9.47	9.83
No. nonres.	(32.33)	9.38	9.76
Dominion Funds	(35.2)	8.75	9.10
First Oil & Gas		3.84	4.20
Group Accum.		5.48	5.99
Grouped Inc.	(20.45)	3.55	3.88
Growth Oil & Gas		7.11	7.47
Invest. Growth	(14.5)	6.11	6.65
Investors Mutual	9(36)	11.69	12.71
Mut. Acc. F.	(17.91)	7.87	8.60
Mutual Bond		6.47	6.77
Mutual Income	5.7(23.55)	5.01	5.48
North American	(25)	9.16	9.96
Sav. & Inv. Mut.	(18)	5.32	5.82
Securities Fund		12.76	13.95
Sup'vised Amer.	(14)	7.26	7.33
Sup'vised Executive	(1955)	39.71	...
Sup'vised Executive	(1956)	32.53	...
Sup'vised Executive	(1957)	5.58	...
Sup'vised Executive	(1958)	5.89	5.95
Sup'vised Gr'th Fund	(4)	1.71	1.73
Sup'vised Inc. Fund	(17)	3.98	4.02
T.V. Electr's	(453)	7 98	8.69
Timed Invest.	(26)	5.70	6.16
Trans-Can. A	(105)	26.55	...
Do B	(94.4)	28.90	...
Do C	(18)	5.80	6.30
United Accum. Fund	(32)	15.57	17.02

▲Paid or payable in 1961, total paid in 1960 in parentheses.

♦Of which 8c (U.S.) was paid prior or to a 2-for-1 stock split, 32c (U.S.) cap. Gains Dist. in 1960.

Unlisted Mines and Oils

(Compiled from Quotations by G. E. Leslie & Co., Montreal)
January 30, 1961

Stock	Bid	Off.	Stock	Bid	Off.
Alsab	..	30	Main Oka	40	50
Aconic	15	20	Martin B	3	5
De ut e	10	20	Matt Ex	5	10
Amal Mng	10	20	Miller-Cop	4	6
Arnora	..	2	Natl Mal	32	37
Assoc Dev	4	6	Nipiron	8	10
Atlas Chib	1	3	Nrth Matt	10	15
Bald Mtn	10	12	Oklend	3	5
Blk Hawk	17	20	Olympia	38	43
Brosn'n Ch	4	8	Pascalis	15	18
Bracemac	6	8	Pine Pt	11	11¼
Cdn Javln	10	10½	Quedon	..	5
Copprstrm	..	35	Quejo	3	5
Dauphin	10	15	Rand Mal	3	5
Franksin	..	20	Saucon	90	1.00
Gibson	2	5	Seaway	19	21
Ghislau	..	75	Sheraton	..	30
Glencona	½	¾	St Jude	6	9
Hull Iron	70	80	St Helen	6	10
Imp Min	5	10	Scott Chib	1	3
Independt	8	10	Starlight	1	2
Kenmac	2	4	Tarpoint	½	1¼
Lk Sup Ir	20	30	Valmont	6	10
Lun Echo	20	24	Wm Leys	1	3
Lk Chib	..	10	Young D	17	20
Laduboro	75	85			

Municipal Bonds

(Supplied by Investment Dealers' Assoc. of Canada)
January 31, 1961

			Bid	Ask.	%
Halifax	4¼	'71	86	88	5.80
Hamilton	6	'79	99	101	5.91
Metro Tor.	5¾%	'80	94	96	5.72
Montreal	6	'79	98½	100½	5.93
Ottawa	5½	'79	96	98	5.67
Regina	5¾	'82	94	96	6.09
Vancouver	6	'80	98	100	6.00
Winnipeg	5½	'80	94	96	5.84

Market Comment

What stocks and bonds are doing and what prominent observers say

Canadian stocks showed little inclination to follow the buoyant U. S. trend touched off by President Kennedy's State of the Union message. Missile, steel and oil stocks provided most of the fireworks on the U. S. market.

The U. S. president's statement that he was determined to hold the price of gold at $35 an ounce immediately hit gold stocks on the U. S. and Canadian markets.

Two of Canada's major steel producers disclosed their 1960 earnings this week. Steel Co. of Canada's net was off 35%, Algoma's down 25%. There was no mention of any worthwhile change in pattern although Stelco president V. W. Scully noted "some improvement in domestic orders since turn of the year".

* * *

GEORGE ARMSTRONG; Canadian Business Service Ltd. (Toronto)

The Canadian market has experienced a recovery from 126.38 on Oct. 25, 1960 to 147.14 on Jan. 27, 1961 — as measured by the Canadian Business Service Composite index. This is the equivalent of 16.42%. Meanwhile price-earnings ratios have risen from 15.95 to 18.85 times earnings. The former is an average figure while the latter is a fairly high figure.

It is apparent, therefore, that the market is looking for a recovery in business and earnings sometime in the second or third quarter. At the same time it is probably looking for more inflationary tendencies to appear.

The Canadian market has been meeting with a good deal of profit-taking. That it has been able to perform so well, is indicative of the strong undertone and the example of the New York market which to date exhibits considerable buoyancy.

Groups action is interesting. The market pattern of such groups as aluminum, nickel, natural gas, trust companies, publishing, food products, shipping and electric utilities has been particularly impressive. At the same time such cyclical groups as steel fabricators, construction, cement and steel have been meeting with good support.

If this is to be a genuine business recovery — and this has yet to be resolved — some of the cyclical groups, which are still well deflated, offer perhaps the best opportunities for further recovery.

The more defensive groups which were previously strong — such as the integrated oils, oil pipelines, finance, brewing, milling, food chains, textiles, tobacco, etc. — have been meeting considerable profit taking which has not however resulted in any material set-back.

At this stage, it would probably be wisest to hold some reserves for buying opportunities which may develop in the next month or so. There would seem to be no urgency to make new purchases — except possibly in some of the deflated cyclical groups. Subject to these qualifications the market performance is quite favorable.

* * *

W. D. BENSON: R. Moat & Co. (Montreal)

In mid-October, in a commentary prepared for this column, I posed the question "will the current phase of rolling re-adjustment intensify until it is transformed into a full fledged recession, or will it, as it has done in other periods of adjustment, since World War II, work its way out into a new period of expansion?"

The following comment was then offered in reply. "I would expect to see the stock averages construct a bottom well before a similar change becomes visible in economic indicators. The deterioration in gross national product, industrial production, etc. were anticipated by the market months in advance. I submit that the same will be true when the hour of reversal arrives."

Now let us examine the record. The market as measured by the Dow Jones industrial average bottomed out on Oct. 25 at 566 and since then has regained a sizable proportion of the ground previously lost, attaining a level of 650 on Jan. 30 on the day of President Kennedy's State of the Union message.

Let it be noted that this recovery has occurred in the face of many disappointing earnings statements, a presidential election in the U. S., the introduction of a baby budget in Ottawa, political unsettlement in the Congo, disquieting reports from Laos.

Stock market averages now appear to have discounted economic improvement well in advance, and I think it therefore appropriate to remind investors and traders alike, that the market is frequently afflicted in late January or early February with what has come to be termed a "January thaw".

This development on previous occasions has frequently provided a useful buying opportunity. There appears good reason to anticipate that 1961 should prove no exception to that rule.

In conclusion I submit that barring a major crisis and following an appropriate market reaction, one may expect to witness a resumption of the upward trend, in anticipation of a rounding out of the recession with emphasis on expansion in the second half of 1961. The creeping advance of the market since last October unassisted by news developments, has been impressive.

* * *

PETER W. BELL; Hugh Mackay & Co. (Victoria)

During the last few weeks both the U. S. and Canadian stock markets have registered advances in prices. To what extent these advances are warranted is the question.

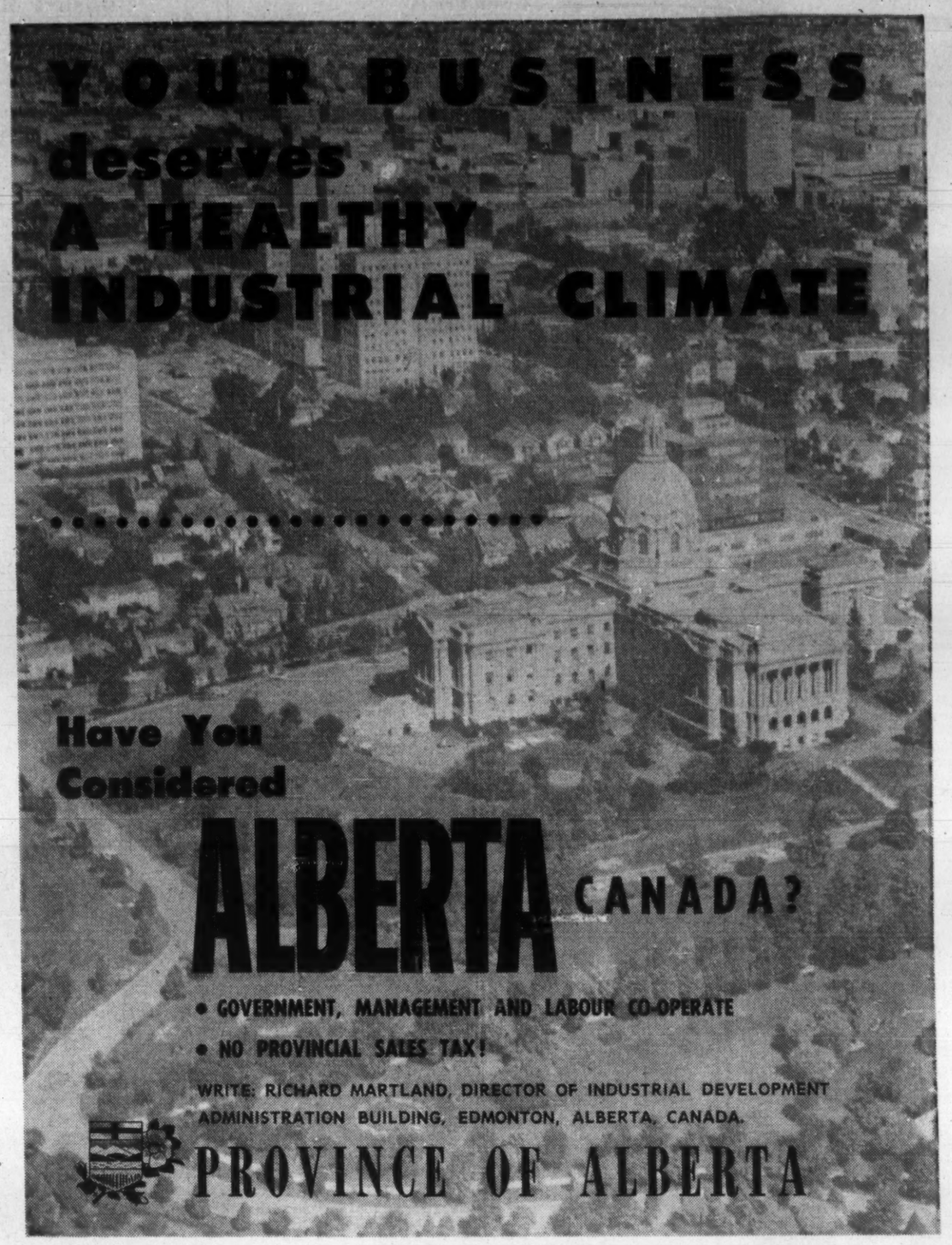
With the new president now in office in the U. S., and it would appear that he will prove an aggressive leader with positive and constructive plans, we may anticipate a slow recovery as a result.

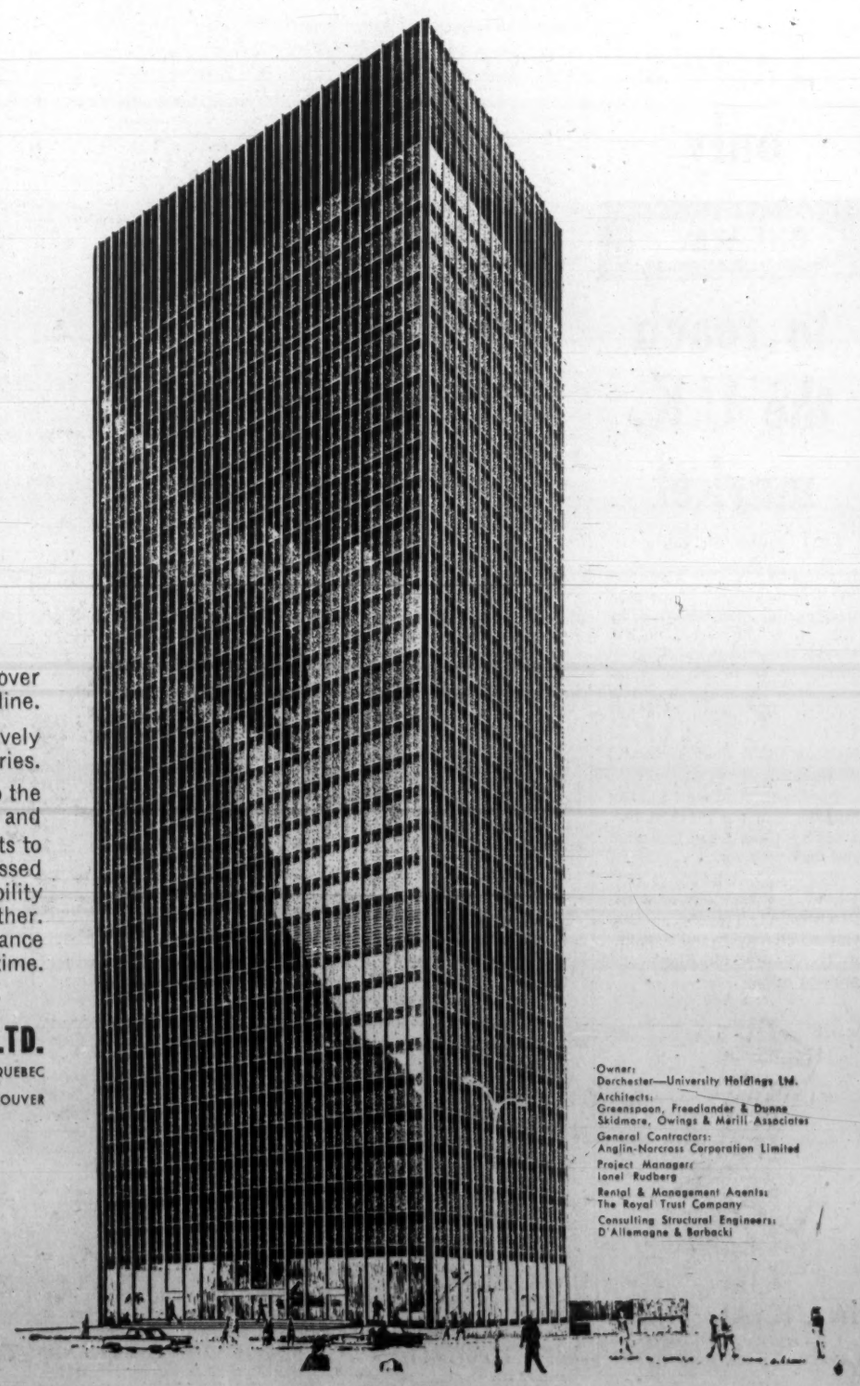
The business picture in Canada has not changed to any great extent and profits generally have been slightly lower, due in most cases to increased labor costs.

It seems reasonable to assume that the markets could very well hesitate and possibly decline to some extent from current levels until the over-all outlook is clarified and recovery established.

During the early months of the year a small decline in national output is anticipated but in all probability this situation will be corrected during the second half of the year. This factor, together with increased government spending, and possibly with more effort directed to hasten the recovery, should cause the picture in the latter half of the year to be much brighter.

Caution should still be very much observed and cash balances retained for "special situations" and future buying when the opportunity appears at attractive price levels.





DIVIDEND NOTICES

THE ROYAL BANK OF CANADA

Dividend No. 294

Notice is hereby given that a dividend at the rate of **fifty-five cents (55¢) per share** upon the outstanding capital stock of this bank has been declared for the current quarter and will be payable at the bank and its branches on and after Wednesday, the 1st day of March, 1961, to shareholders of record at the close of business on the 31st day of January, 1961; shares not fully paid for by the 31st day of January, 1961, to rank for the purpose of the said dividend to the extent of the payments made on or before that date on the said shares respectively.

By order of the Board.

C. B. NEAPOLE,
General Manager.

Montreal, Que.,
January 17, 1961.

BANQUE CANADIENNE NATIONALE

QUARTERLY DIVIDEND

A dividend of 45 cents per share of the paid-up capital of this Bank has been declared for the quarter ending February 28, 1961. This dividend, bearing No. 280, will be payable on and after 1st of March, 1961, at any of the offices of the Bank, to shareholders of record at the close of business on January 31.

By Order of the Board,

LOUIS HEBERT,
General Manager.

DIVIDEND NO. 85

Hudson Bay Mining and Smelting Co., Limited

A Dividend of seventy-five cents ($.75) (Canadian) per share has been declared on the Capital Stock of this Company, payable March 13, 1961, to shareholders of record at the close of business on February 10, 1961.

J. M. McCARTHY, *Treasurer*

DONOHUE BROTHERS LIMITED

NOTICE OF DIVIDEND

NOTICE is hereby given that a dividend of $0.22½ per share has been declared on the outstanding ordinary shares of the Company.

The said dividend will be payable on March 1st, 1961, to shareholders on record as at the close of business on February 15th, 1961.

By Order of the Board.

PERCY AUGER, C.A.,
Secretary.

INTERPROVINCIAL PIPE LINE COMPANY

Notice to Shareholders

DIVIDEND NO. 23

NOTICE is hereby given that a quarterly dividend of sixty cents per share in Canadian funds has been declared on the outstanding capital stock of Interprovincial Pipe Line Company, payable on March 1, 1961 to Shareholders of record at the close of business on February 6, 1961.

By Order of the Board,

Toronto, January 25, 1961.

W. A. HARE,
Secretary.

CASSIAR ASBESTOS CORPORATION LIMITED

Notice is hereby given that an interim dividend of ten cents (10c) per share plus an extra dividend of five cents (5c) per share has been declared payable in Canadian Funds on April 28, 1961 to shareholders of record at the close of business on March 31 1961.

By Order of the Board,

C. R. ELLIOTT,
Secretary-Treasurer.

Toronto, Ontario,
January 26, 1961.

TAYLOR, PEARSON AND CARSON (CANADA) LIMITED

Notice is hereby given that the 58th quarterly dividend, at the rate of five percent (5%) per annum in respect of all Preferred Shares of the Company, issued and outstanding, will be paid to all holders of Preferred Shares of record on the books of the Company as of January 31st, 1961.

The dividend will be payable at the Head Office of the Company, on February 15th, 1961.

By Order of the Board,

TAYLOR, PEARSON AND CARSON (CANADA) LIMITED
G. C. MONTGOMERY,
Secretary-Treasurer.

Edmonton, Alberta,
January 24th, 1961.

MacMILLAN, BLOEDEL and POWELL RIVER LIMITED

NOTICE OF DIVIDEND NO. 65B

At a meeting of the Board of Directors held on the 25th January, 1961, a quarterly dividend of fifteen cents (15c) per share was declared payable on the issued shares of the Company, in Canadian Funds, on the 15th of March, 1961, to shareholders of record as of the 10th of February, 1961, and to holders of share warrants.

Such dividend will be paid at par in respect of shares specified in any bearer share warrant of the Company upon presentation and delivery of Coupon No. 65B, on or after 15th March, 1961, at any branch of the Bank of Montreal in Canada (far Northern points excepted) or at the offices of Agency, Bank of Montreal, New York or Bank of Montreal (San Francisco), San Francisco, or at the First National Bank of Chicago, Chicago.

By Order of the Board.

J. A. KYLES,
Secretary

Vancouver, B.C.
January 25, 1961

DIVIDEND NOTICES

HENRY MORGAN & CO. LIMITED

DIVIDEND NOTICE

The Board of Directors today declared the following dividends for the quarterly period ending February 25, 1961.

4¾% PREFERRED STOCK—a dividend of $1.19 per share payable March 1, 1961, to shareholders of record at the close of business on February 10, 1961.

COMMON STOCK—a dividend of 25 cents per share, payable March 1, 1961, to shareholders of record at the close of business on February 10, 1961.

C. F. TOPP,
Secretary-Treasurer.

January 30, 1961.

GREAT WEST COAL COMPANY, LIMITED

DIVIDEND NOTICE

Notice is hereby given that a dividend of twelve and one-half (12½) cents per share on the outstanding Class "A" shares has been declared payable February 15th, 1961, to shareholders of record at the close of business January 31st, 1961.

By Order of the Board.

T. L. MATHIE,
Secretary-Treasurer.

Brandon, Manitoba,
January 17th, 1961.

YALE & TOWNE

292nd Quarterly Dividend

37½¢ a Share

Payable: April 1, 1961

Record date: Mar. 20, 1961

Declared: Jan. 26, 1961

Elmer F. Franz
Vice President and Treasurer

THE YALE & TOWNE MFG. CO.

Lock and Hardware Products since 1868
Materials Handling Equipment since 1875
Cash dividends paid every year since 1899

Labatt's

NOTICE OF DIVIDEND

Notice is hereby given that Dividend No. 65 of thirty-two and one-half cents per share has been declared on the outstanding common shares without nominal or par value of the Company, payable on April 1, 1961 to shareholders of record at the close of business on March 10, 1961.

By order of the Board.

ALEX S. GRAYDON,
Secretary.

London, Ontario,
January 19, 1961.

JOHN LABATT LIMITED

National Distillers and Chemical Corporation

DIVIDEND NOTICE

The Board of Directors has declared a quarterly dividend of 30¢ per share on the outstanding Common Stock, payable on March 1, 1961, to stockholders of record on February 10, 1961. The transfer books will not close.

PAUL C. JAMESON
Treasurer

January 26, 1961.

KELLY, DOUGLAS & COMPANY, LIMITED

VANCOUVER, B.C.

NOTICE IS HEREBY GIVEN that the Board of Directors has declared a dividend of 6¼¢ per share for the quarter ended February 28th, 1961 on all Cumulative Participating Class "A" Shares payable February 18th, to the shareholders of record at close of business February 10th, 1961. Transfer books will not be closed.

By order of the Board

A. H. Pinkham, C.A.
Secretary-Treasurer.

Dated at Vancouver, B.C. this 31st day of January, 1961.

Market Bid and Ask Quotations

Montreal & Toronto

Jan. 31, 1961

Stock	Bid	Ask	Stock	Bid	Ask	Stock	Bid	Ask	Stock	Bid	Ask	Stock	Bid	Ask
xAbacus	11¼	12	C Malt	64	65	xCrshk	80	95	xJacobus	76	78	Ovland	5½	6
Abitibi	41	41¼	xC O Lds	90	100	Do p	13½	15	Jam Pub	29	29½	Do p	8½	9
Do p	23½	24	xDo w	6	9½	xDo w	4	6	Jam PS	110	..	xPac N	70	74
Ac-Ati	20¼	20½	C P A	53½	56	xCrot	6½	9	xJaye	14	15	xPac P	10¼	11¼
Do A	20	20¼	Do B	54½	55¼	Cr Cork	60	62	Jeff	6½	6¾	xDo w	600	650
Ac-Ad	20¼	20½	C Perm	64½	65	Cr Tr	38	38½	xJellico	6½	7	Pge Her	24½	24½
xAc Ur	7	8	C Saf 4 p	91½	92½	Cr Zell	54½	55½	xJburk	8	9½	xPmoll	28½	35½
xAcme	11½	12	xCSO w	13	14	Cr Zell			xJock C	275	280	xPmoll	33	39
Admi	11¼	11½	xCS Pet	305	315	(Cda)	20½	21¼	Do p	9½	10	xPmour	86	87
xAdvoc	330	345	CSL	45	45½	Do p	12½	12¾	Do B p	8½	9	xParam	7¼	8
Ag-S	16½	16¾	Do p	12½	12¾	xCrowp	7	7¼	xJdior	205	225	xPardee	18½	20
xAgnico	76	77	xC Tung	140	144	Crow	18½	20	xDo w	47	49	xParker	355	380
xAkaitc	46	50	C. Wre B	7¼	7¾	Crush	7	8	Jens-M	59½	60¼	xPatno M	345	350
xAlba	4	4½	**Canadian**			Do p	99	99½	xJoliet	23¼	24	xPato	244	265
xAlta D	195	200	xC Ast	9½	10	xCusco	4½	5½	xJonsm	10	11	xPymst	17	17½
xDo vt	160	165	C Avia	22	22½	xDeer	10	11	xJows	28½	29¼	xPce Exp	11	12½
xDo w	63	64	C Baks	7	7	Diex p	85½	92	xJump P	16½	19	xPriess	10	10½
Alt Gas	26½	26¾	C Bnk C	61	61½	xD'Eld	8	9½	xJupit	205	225	Phina	11½	11¾
Do p	106½	106¾	C Br	45½	45¾	xDe C	9	10	Kel D A	7	7¼	Do p	46	46½
xDo w	875	885	CB Al	10¼	11	xDeer H	26½	27	xDe w	350	360	Pnmns	31	32
Alt Nat			xDo Aw	350	370	xD'Eld	31	31½	Kelvin	6	7	Do p	107½	115
Gas	16¼	16½	xDo Bw	335	375	xDelte	31	31½	xKenvil	6	7	PC JI	16½	17
xAP Con	30	41	C Can A	13¼	13½	xDenis	10¼	11	Ker Ad	12¾	12¾	Do p	95½	99
Alg C	16¾	16¾	C Cel	23¼	23½	xDev P	70	74	xKil	215	220	Daifen's	52	59
Do p	55	55¼	Do $1	19	20	xDicken	320	325	xKirk M	24	25	Dav & F	A44	45
xDo w	400	420	Do $175	32	32½	D Seag	33¼	33½	xKirk T	7½	8¼	Don Eng	..	18
Algma	34½	34¾	C Chem	6½	7	Dome	23¼	23½	xKopan	13¾	14	E Koot p	..	117½
Algon	8½	9	xDo w	270	275	xD Pete	710	725	Labatt	32½	33	Feralco I	..	75
Do p	19½	20½	xC Chief	75	78	**Dominion**			Labdor	20½	20¾	Freiman c	35	..
xDo w	200	..	C Coll	6½	6¾	D Ang	11½	..	Lfge	6	6¾	Horner A	23	..
xAll R	19	20	xDo p	75	78	Do p.	92½	..	Do A	7¼	7½	I Paints A	8½	..
xAlmin	176	180	C Cvertrs	375	..	D Brge	19½	19¾	xDo w	75	86	Do p	18	19
Alumi	34½	34¾	Do B	450	..	D Cosilp	300	325	xL Duf	42	43	Inv Found	38	40
Do 1 p	22	23	xC Curt	100	105	Dom Corst	16	16½	xLkind	190	195	Do p	50	51
Do 2 p	46½	46¾	xC Dev	485	490	D Dair	11	11¼	xL Ling	9	10	Iso Ur	53	55
xA-Lar	18	19½	C Drn S	15½	15¾	Do p	..	28	xL Osu	17	19	Lamb A	12	12½
xA Rare	5½	7¼	Do p	10½	10¾	D Elec	5¼	5½	xL Shor	360	375	Kontiki Ld	4	6½
xAm L	7	8	C Drdg	14½	15	xDo w	275	290	xLa L	275	300	Do B	2	16½
xA Nep	39	40	xC Dyno	54	57	D Fab	11½	..	xLaing	375	385	Lingside C	3	3½
xAnac	40½	43	xC E Gas	162	165	Do 2 p	22½	..	Lamb L	28	32	Lithium	44	45
xAnalog	275	300	C Fbks A	10¼	11	D Fdry	46½	46¾	xLanda	175	200	Massal	9	11
xDo w	100	200	Do B	8½	8¾	Do p	99½	100	xLangis	49	50	Mid-Chib	18	18½
xAnch	8	9½	xC Fe Pr	6½	6¾	D Ins	296	..	xLat Am	51	52	Mogador	5	..
xAng Am	550	600	Do 1st p	48½	48¾	D Mag	7	7¼	L Sec	16½	17	Monpre	6	..
Ang-Cdn			Do 2nd p	45¼	47	D Scot	11½	14	Laur A	12½	12¾	N Formaq	6	6½
Tel	52	52½	xC Gas			Do p	45¼	46	L J A	20	23	N Jack Lk	3	..
A Pip p	51½	52	In p	430	440	Dosco	11	11¼	Do B	26	..	N S'tiag	2	2½
xArjon	7½	8½	xDo w	140	145	D Strs	66¼	67	xLeitch	155	157	Mussens	8½	10
xAsama	42	45	C Ma	7½	..	D Tar	14½	15	xLenc	5	6	N Nfld L&Pr	47½	49½
Ash T	9½	10¼	C I Gas	6	6¼	Do p	20	21½	Levy p	22½	23	N W Ind	325	350
Do A	95	98	C Mc	11¼	11½	D Tex	10¼	11	Lewis Bro	7½	9½	Paton Mfg	9	10
Do B	9½	10½	C Oil	15½	15¾	Do p	133½	..	Lexmdn	2½	3	Do p 7%	20	22½
Ash A	10¼	..	C Pwr	12½	12½	xDonal	5½	6¼	xLLL	196	199	Sher-Wms	34½	35
xA Arc	26	29½	Do p	38½	39	Donohue	18½	18¾	xLobCo A	35½	35¾	Do p	120	125
Atl Al	16	17	C Loco	7	7½	Dover	11½	12	xDo A	11½	11¾	xShrt	400	405
Do 1 p	20	20½	xC Mal	35½	36½	Do p	9½	9¾	xDo B	36¼	36¾	Sicard	6½	7
xAti C C	117	118	xC Marc	490	5½	Dow	45	46½	Do p	47½	48	Sicks	24½	25
Atlas	24½	24¾	C N In	10	11½	Dup Fre A	6½	7	xLobCo P	31¼	33	xSigma	420	440
xAt Yk	7	8	C NW	23½	25	xDuvan	8½	9	xLoblaw	47	48	Siknt	19½	22½
xAt-Ruf	7½	8	C Oil	26½	27	xDuvex	5	6	xLorado	47	48	Do p	35¼	..
xAumac	10¼	11	Do p	141	155	Dynam	66	69	xDo W	6	6¼	Wh I p	16	19½
xAumaq	7	7½	Do 5	97	99½	xE Am	5	6	xLorado	6	6¼	xSil Mill	41	41½
xAunor	295	300	Do 4	81	82½	East Koot	10¼	..	xLouvi	5½	6¼	xSil St	27	29
Aut El	6½	7	CPR	22¾	22¾	xE Mal	165	168	xLR Lawr	32	33¼	Sliwd A	10¾	11
Aut F A	7½	9	C Pet p	81	85	xE Sull	155	160	Lown	26½	27	Do B	10¼	11¾
xDo B	300	340	C Salt	42	45	Easy p	16	17½	xLyndh	9	10	Simon &		
xBly SA	660	665	xC Sup	13¾	13¾	Econ I	37	..	xLynx	6¼	7	Sns 5%p	85½	90
Do p	19½	19½	xC Thor	3¾	5	Ed Ma	26½	27	xMacas	300	310	Simpsn	30¼	31
Do 5½	21½	22	C Tire	51	52	Eddy	58½	59	xMacdon	19	20	xSiscoe	123	124
xBanff	92	98	Do A	45¼	46	Do A	59½	..	xMacfie	49	50	xSKD	270	275
xBnkno	37	39	C Ut p	95	..	Elder	105	108	Mack Struct	7	9	Slater Ind	7½	7¾
xBnkfid	11¼	13	Do 4½	80	83	xElder	105	108	Do p	94	..	Do p	19½	20
Bk Mtl	61½	61¼	C Vick	16	16½	xEldr	12½	13	xMacL	108	115	Slt	25	28½
Bk NS	68½	68¾	C Wal A	34	36	xElectr C	98	..	Mac L A	23¾	24	Do p	42	42
Ba Cdine	56½	57¼	Do B	34½	36	Electrolux	22½	23	MB and			Sogemines	17	17¾
Ba Prov	41	41½	CWN	17	17½	xEl Sol	5½	6	PR	16½	16¾	Smvll p	51½	51¾
Barb-E	80	..	Do p	15¼	15¾	Emco	10	10½	xMadsn	300	305	Stham	25	25¼
xBrclna	400	..	Do 5½	20¼	20½	Em Life	69½	80	xMagnt	5	6	Sou Can	55	..
xBarnat	185	193	C West	38¼	40¼	En & Heat	..	9	Magnum	..	15½	xSth U	12	13
xBary E	40	45	xC Will	48	..	Do B	300	..	Maher	27	28	xSpartan	71	73
x Base M	8	9	xCandor	11¼	14	Eq Life	53	60	Mail p	78½	..	xDo w	14	16
xBaska	13½	14	xCanEr	49	50	Erie A	5½	7¼	Mailman	23	..	xSpoon	10	10½
xBata	4	4½	xCapt	6¼	7	xDo B	100	..	Maitland	26	..	xStafrd	400	415
Ba In	280	300	xCarib	92	96	Esso	47½	49	xMajtrn	2	2½	St Bds	56½	56¾
Bath A	43¼	43¾	Cass	14¼	14¾	Eur Fi	70	74	xMaiart	83	87	St Fav	15¼	15¾
Do B	..	33¼	xCayzr	31	36	Fam Pla	171	174	Man U	3½	4½	St Rad	18½	19
xB-Duq	8½	10	xC Del	535	540	Fan F	20½	20¾	M Su p	95¼	..	Struct Stl	9¼	10
Beatty	6½	7	xC Pat	92	96	Fdy	125	127	xMan Bar	26	28	xStand W	40	44
xBeav L	2½	7	xC Porc	16½	17	Fargo	385	395	M L G	30	30	St B A	9	9
B Lum	22½	22¾	xChar O	97	98	Fwest	7	8	M L U	16¼	16¾	Do B	8½	8¾
Do A	18½	..	Chart Tr	85¼	..	Fatima	30½	33	Do p	95	97			
Do p	27	..	C-Gai	22½	24	Fed Fire	32	35	xMralgo	11½	12			
xBelch	49	50	xChesk	2½	3	Fed Gr	47½	49	xMarby	15	16			
Bell	48¾	49	xChest	27	27½	Fibre	400	500	xMarcn	10¼	11			
xBellet	18½	28½	xChib-K	10	10½	Do p	400	..	Marigld	6	7			
xBthlm	73	75	xChi M	50	55	Fitting	61	61	xMari	68	70			
xBevcn	13	13½	xChim	52	54	Do A	9	9	Maritime					
xBibis	6	7	xChrm	510	520	Flexo	50	52	T&T	18½	..			
xBicrft	64	67	Chrys	39½	41	Fwood	11½	11¾	xMrtin	40½	41			
xBildcop	12½	13	C Bar	6	..	Ford US	..	69½	xMarch	10¼	11			
Bilt	6½	7¼	Do A	8½	..	Ford C	137½	139	xMarch	10¼	11			
Do p	13½	13¾	xCoch W	380	385	Found	11	11¼	Mass-F	11¼	11½			
xBl Bay	8	8½	Co-D	18½	20	xFrnc	4	4½	Do p	105	107			
xBordul	4	6½	Do A	15	..	Fraser	24	24½	Do 5½	102¼	103			
xBouzn	44	46	Cahuit	12½	13¾	Frel p	95	..	xMatagami	68	69			
Bow p	48	48½	Coghlin	300	350	xFr F p	355	380	xMatai	6½	7			
Do 5½ p	50½	51	xCoin L	15	16	xFrbshr	10½	11	xMatta	625	650			
Bow-Mer p	48	48½	Coll	13½	18	Frosst	18½	19	xMaxw	300	320			
Bowat	7½	7¾	Do p	14½	15	xFrue	355	405	xMaybrn	7	8			
Bowes	..	35	xCol Cel	425	440	xGaitwn	5½	6	xMayfr	86	95			
xBrirn	685	700	Com B	9½	9½	Galin	38½	39	McB p	13¼	14			
xBralsa	35	50	xCo Met	21	23	Do 5 p	101	..	McC	31	..			
xBrazil	415	430	xCmoil	120	..	Do 5½	107	..	McInt	291	293			
Do p	75	..	xCom P	181	215	Geco	19½	19¾	McKen	16¼	17			
Br T	6½	6¾	Conduit	11½	12¼	G Bak	7¼	7½	xMMar	5	7			
Do p	45	47	Conf L	155	165	G Dev	11	11¼	xMWat	27	28			
Bright	42¼	45	Do O	165¼	..	G Dyn	44¼	44½	xMedal	192	195			
Do p	21¼	..	xConia	74	76	G Elec	70¼	70¼	xMent	20	22			
xBritalt	205	208	xCniaur	78	81	GMC	43¼	44	xMerrill	56	59			
BA Oil	32	32¼	xCKey	17	18	GP Dr	61	65	xMeta	10	10½			
BCE 4 p	77	78	**Consolidated**			xGP Dr	5	53	M LP	9¼	..			
Do 4½ p	40½	41¼	C Bak	7½	8	GP M A	25	25	Do p	9½	10			
Do 4½ p	42½	43	xC Bell	3½	4½	Do B	34	..	xMidcon	28	30½			
Do 4½ p	90	91	xC B G	5	5½	GSW	81	82	Mid P	19	..			
Do 5 p	48	48¾	xC Call	6	6½	Do p	80½	82	xMidlr	33	40			
Do 5½ p	52½	52¾	xC Can	24	25	xGenex	10½	11½	MidMW	165	170			
BC For	12¾	12¾	xC Disc	355	365	xGeo Sc	60	64	xMilC	17	18½			
BC P A	14½	15	xC Dra	14	15	xGt Mas	33	35	xMilt B	230	245			
Do B	14½	15	xC E Cr	32	35	Giant	12½	12¾	xMinda	5	7½			
BC Pow	38½	38¾	xC Fen	16	17	xGlacier	16	17	Min Cp	11½	12			
BC Phone	48	48¾	C Fire	375	500	xGlenn	4	4½	xMin Or	4	4½			
Brck C	10	10¼	xC Gill	6½	..	Globe A	11½	11¾	Mitchll Co	20	22			
Brooke p	19½	..	xCG Ar	30	34	xGldale	20	21	Mitchll Ro	9½	11			
xBr Reef	30	31	xC Hall	41¼	42	xGF Mn	20½	21¼	Do cl B	6	..			
Brown	13¾	14	xC Mrbn	55	56	xGidry	19½	20	M C A	10	11			
Bruck A	7½	8	xC Mrcs	74	79	Gdy	132	133	Mols A	24½	25¼			
xDo B	250	250	xC M M	195	210	Do p	44¼	46	Do B	25	25			
xBrnsk	261	280	C M S	21¼	21½	G Mac A	6¼	6½	Do p	41¼	41½			
xBufad	7	7¼	xC Mogul	85	90	Do B	7	7½	Molsons	44	46			
xBuf A	131	138	xC Morr	13	16½	Gftn A	14	16½	Monarch	46	47			
xBuf RL	5	7	xC Mos	197	198	Do B	11	..	Do p	25	25			
Bld Prd	33½	34¼	xC Neg	14	15	xGranby	700	..	Do p	41¼	41¾			
Bull A	5	5	xC Nich	4½	5	Gr Toy	44½	..	M Kn	8	9			
xDo B	425	500	xC Nor	27	27½	xGrdnary	11	11½	Do p	65	92			
xBunk H	10	10½	xC Pers	9½	11	xGduc	137	160	M Inv	39	43			
Burlton	16¾	16¾	xC Que	34	44	GL P	43¼	44	xMoneta	65	68			
Burns	12½	12¾	xC Red P	6	6½	GL Pow	25	..	M Loco	13¼	13¾			
Burr A	6½	6¾	xC Reg	5	7	xDo w	890	900	Mtl Tr	60	60½			
xCable	12	13	xC San	5	7	GN G	6	6½	Moore	47	47¼			
xCdmet	9½	10¼	C Textile	275	..	Do p	36½	39½	Do A	2208	..			
xCalalta	31	33	xC W P	310	320	Do 280	34	44¼	Do B	3312	..			
Cal Ed	16½	16¾	C Gas	16¾	17	Do w	100	105	Morgan	37½	..			
Cal Pow	24¼	24¾	xC Do A	103½	..	xDo Bw	130	150	Do. 4½%p	94½	95			
Do 5 p	101	..	Do B	105¾	106¾	xGr Plns	970	975	xMt Wrt	50	51			
xCalv C	285	400	Cons Glas	22	24	xGW C A	460	475	xMuiti	25½	30			
xCalvert	28	29	Con C	39½	40¼	xGridoil	81	..	Do p	27	27½			
xCamer	120	130	xCnwst	355	365	Guar T	33	33½	xN Hos B	210	215			
xC Chib	655	660	Cop Cl	7½	7¾	Do rts	180	185	N-Lead	92½	93¼			
C R L	14½	15¾	xC Cor	14½	15	xGulch	5½	6	xN Pet	165	168			
Canada			xCop-M	6	7½	xGulf L	5	6	N St C	11¾	11¾			
xC Brd	380	395	xCprnd	83	84	xGunn	760	765	Nat Tr	77¾	78½			
Do B	50	55½	Corb vt	16½	16¾	Gurney	7½	8½	xNealon	4½	5			
C Cem	28½	28¾	Do B	16	16½	Do p	20	34	xNello	9	9½			
Do p	26¼	26½	Csmos	11¾	12	xGwlm	5	5½	Neon	13¼	13½			
CCC St	15	15	xCoulee	34	35	Hahn	10	10	**New**					
C Foil	21½	23	xCourv	13	15	Do 1 p	15½	..	xN Alg	4	5			
Do A	21	21½	xCowic	23	26	xHallnr	190	199	xN Ath	32	32½			
C Fnd	..	94	xCraig	180	190	H Cot	15	16	xN Bid	6	7			
Do A	18½	19½	xCrgmt	755	760	Do p	88	..	xN Cal	35	37			
Cl Fnd	19½	20	Crain RL	18½	18¾	Handy			xN Conc	4	5			
Do 4½	78½	80	Crane Co	49½	51	Andy	12½	13½	xN Cont	23	24½			
C Mach	11	..	xCrst	9	10	Do w	300	375	xN Dav	9	10			
						Hardee	14	14¾	xN Del	8½	9½			
						Do p	108½	116½	xN Gvue	3½	5			
						H Carp	12	12¾	xN Harri	8½	10			
						xHd Rck	13	13½	xN Hos	49	51			
						xHar-M	6	7	xN Jas	6½	7½			
						xHasaga	15	18	xN Kel	8	9			
						xH of L	7½	8½	xNlund	11	11½			
						xHdway	30	31½	xN Man	22	24			
						xHeath	4½	5	xN Myla	40	41			
						xHees	32	85	xNnor	4	5			
						Hend p	702	102½	xN Rou	5½	7			
						xHigh-B	200	205	xN Sen	4½	5			
						H D	49½	54½	xN Taku	13	14½			
						Hi-T	10	10½	Nia W	11	12			
						Hold A	6½	7½	Do B	10½	10¾			
						xDo B	255	325	xNick M	46	47			
						Holling	23	23½	xN Rim	35	40			
						Holt R	14	15	xNipis	85	87			
						xHo O A	935	945	xNisto	5	6			
						xDo B	875	880	xNor-Ac	15	17			
						xHorne	320	330	Noran	41½	41¾			
						H Smit	37	37½	xNorbeau	44	46			
						Do p	40½	42	xNorgold	4½	5			
						xHowey	240	250	xNorlar	20	22			
						Hud B	46½	46¾	xNrmet	280	285			
						HB O G	11½	11¾	xNorpax	8½	9			
						xH-Pam	8	10	xNorsyn	6	6½			
						Hu O A	11	11¼	xNorcal	6½	7			
						Do B	..	11	**North**					
						Do p	23½	25	xNCO	186	186			
						Hur Er	70	70	xDo w	38	44			
						xHydra	2½	34	Do p	25	25			
						Imp B	70½	71	xN Cold	88	89			
						I Pio	32	34	xN Gate	43	44			
						In A	11½	11¾	xN Gldt	22	22½			
						Do

THE WEEK'S QUOTATIONS

Quotations here listed are the official, exchange prices for listed stocks including curb market quotations. For unlisted stocks, quotations by unlisted dealers are given. The Financial Post cannot accept any responsibility for these quotations.

Montreal and Toronto Winnipeg, Calgary and Vancouver

Bid and Ask quotes of Toronto and Montreal exchanges up to press time are published on page 39

Industrial Stocks

WEEK ENDING JANUARY 27, 1961

Range 1960-61 High	Low	Div. Y'ld R'teJan27 $	%	Company	Sales	Last Jan. 20	Week end. Jan. 27 High	Low	Close or Latest
41¾	34¾	1.70	4.1	Abitibi	11601	40⅞	41¼	40½	41
25	21¾	1.12½	4.7	Do. 4½% pref.	1015	23½	24	23½	24
21¼	9½	1.50	7.6	Acadia Atlan.	29185	20¾	21¼	19½	19⅝
96	85	5.00	5.4	Do. 5% pref.	50	93	92¼	92¼	92¼
20½	17¾	1.20	6.0	Do. (A)	1395	20	20½	20	20
				Admiral	nil	..	B12⅞	A12⅜	..
21	17⅝	.70	3.5	Agnew Surp.	1220	19⅝	20	19¾	20
2.00	1.75	..	..	Alaska Y. Pipe.	nil	..	B1.50	A2.00	1.75
1.75	70	..	..	Alaska Regin.	nil	..	..	A1.50	1.75
6½	3½	..	..	Do. pref.	10	4½	5¼	5¼	5¼
2.90	1.80	..	..	Albt. Dist.	5620	2.05	2.05	1.95	1.95
2.50	1.50	..	..	Do. 6% pref.	4950	1.65	1.65	1.50	1.65
1.20	.50	..	..	Do. S. Pur. W.	2025	.62	.64	.63	.64
28½	16½	..	..	Albt. Gas Tr.	16160	26	26⅜	25⅞	26⅛
107	100	6.25	5.9	Do. A pref.	767	106¼	107	106	106¼
9.10	3.50	..	..	Do. A Warr.	14905	8.60	8.70	8.35	8.65
17¼	13¾	..	..	Albt. Nat. Gas.	10113	17	17¼	16¼	16½
19¾	15½	1.00	5.9	Algoma Cent.	1084	2.05½	2.05	16⅞	16⅞
60	52½	3.00	5.4	Do. 6% pref.	45	56	56	56	56
6.10	3.50	..	..	Do. Warr.	194	4.30	4.30	4.25	4.25
40½	30	1.20	3.4	Algoma Steel	6880	35¼	35¼	34½	34⅞
8⅜	7	*.30+1.05	..	Algonquin	nil	..	B8½	A9¼	8½
19	18⅝	1.30	6.8	Do. pref.	nil	..	B19¼	A20½	18¼
2.50	2.00	..	..	Do. Warr.	300	2.00	2.05	2.05	2.05
33⅜	27¼	.60+*.10	..	Aluminium	41078	34¾	35⅜	33⅜	34½
23	19½	1.00	4.5	Alum of Can 1 p	340	22	22	22	22
47	40	2.25	4.8	Do. 2nd pref.	1855	47	46¾	46	46¾
9 12½	2.75	..	..	Analogue	1075	3.00	3.00	3.00	3.00
4.00	1.00	..	..	Do. Warr.	nil	..	B1.00	A2.00	1.05
8	6⅛	.40	..	Andian Nat.	nil	..	B7	A8½	7½
28	28	.50+1.25	..	Anglo Can. Oils. (Brandon)	nil	..	B27	A32	127
47½	35	2.00	4.8	Ang. Cdn. Pulp	22228	43	44¾	42	42
52¾	49	2.80	5.3	Do. Pref.	390	51½	52½	51½	52½
43	37	2.25	5.3	Ang.Can.Tel.4½%P.	85	43	42½	42½	42½
52½	47½	2.90	5.6	Do. $2.90 Pref.	205	52	52	52	52
8¼	6	.30+1.10	..	Ang. Nfld.	62255	7½	8¼	7⅞	8¼
18	18	*.25	..	Angi-Scand. Invest	nil	..	..	A6¾	18
38	25½	1.44	4.8	Anthes. Imp. A	310	30	30	29	30
30½	29¼	8.007+●	..	Do. (B)	25	128	29¼	29¼	29¼
95	85	5.50	5.9	Do. 5½% B. Pf.	5	95¾	93¼	93¼	93½
37½	26½	.30	..	Argus	6968	36	37½	35½	35⅞
49⅞	43	2.50	5.1	Do. $2.50 Pref.	500	48⅝	49	48¼	48¾
		▲1.00	..	Aro Equip.	nil	..	..	..	..
28¾	20⅜	1.20+1.20	..	Asbestos	16885	26⅞	28⅜	26½	27
11	7½	.40+1.20	..	Ash Temple	nil	..	B9¾	A10¼	10
90	90	6.00	6.3	Do. (A)	nil	..	B95	..	195
10	9	.65	7.2	Do. (B)	nil	..	B9¼	..	9
12½	19⅜	.60	5.9	Ashdown Hdwe. A	nil	..	B10¼	..	†10¼
13¾	10½	.72	6.0	Do. (B)	285	12	12	12	12
				Assoc. T&T. Pfd.	nil	..	..	..	101
17	12	*.10	..	Atlan. Accept.	nil	..	B16	A17	17
20	19½	1.10	5.5	Do. 1st Pref.	nil	..	B20	A20½	..20
28	19½	1.00+▮1.25	..	Atlas Steel	3277	23½	24½	22½	24½
.70	.30	..	..	Atlas Tele.	5070	.48	.50	.30	.50
9½	5¾	*†1.30	..	Auto Electric	635	7	7	6¾	7
8	6½	▮▮.15	..	Auto Fabric A	285	7	7½	7½	7½
3.80	2.50	..	..	Do. (B)	nil	..	B3.00	A4.00	3.25
7½	7	.40	5.7	Avalon Tele.	110	7¼	7¼	7	7

B

58	47½	1.80	3.1	Bk. Cdn. Nat.	2085	57⅛	58	57	57½
62	47¼	1.80+1.25	..	Bk. Montreal	11283	61⅝	62	59⅞	60⅜
71¼	56¾	2.20+2.10	..	Bk. N. Scotia	5914	68⅜	69½	68½	68⅝
41½	33½	1.20+1.25	..	Bk. Provinciale	8061	40½	41¼	40¾	41
..	..	4.00+1.00	..	Barber-Ellis	nil	..	B80	..	..
..	..	3.50	..	Do. Pfd.	nil	..	..	..	..
5.30	4.95	..	..	Barcelona	nil	..	B4.00	..	†5.50
2¾	2¾	..	..	Bates & Innes A	50	2.75	†2.60	†2.60	†2.60
47	37	2.00	4.7	Bathurst Pr. A	870	44¼	45	43	43
38	23	..	..	Do. (B)	2410	34½	35	32	33⅜
8½	4¾	*.20	..	Beatty Bros.	1271	7	7	6¾	6¾
23	16	1.00+1.25	..	Beaver Lumber	3370	21½	22	21⅜	23
21¼	16	1.00	4.7	Do. (A)	nil	..	B18½	..	21¼
27½	25	1.50	5.5	Do. Pref.	50	27	27	27	27
15	10½	*.30+.40	..	Belding Cort.	nil	..	B10½	A12	11
13	10½	.70	6.7	Do. Pref.	nil	..	B10½	A12½	10½
10	8	..	..	Belgium Stores	nil	..	B8½	..	10
14½	13½	1.00	7.1	Do. Pref.	nil	..	B14	..	14
49	42½	2.20	4.5	Bell Telephone	29048	48⅞	49	48¼	48¾
6¾	4¼	.40	6.6	Bellmore Hdw.	nil	..	B6¼	A7½	6¼
14	12½	1.00	7.4	Do. A Pref.	nil	..	B13½	A13½	13½
55	51	2.40+1.40	..	Bird Constr.	nil	..	..	A54½	51
8⅞	5¼	*.20	..	Blue Bonnets	nil	..	B6½	A7½	6½
1.40	1.20	..	..	Do. Warr.	nil	..	..	A1.00	1.25
10¼	6¼	*42+stk	..	Bowater Pap.	1333	7⅞	7⅞	7⅛	7½
48¼	41	2.50	5.2	Bowater N.A.5%Pf.	810	47¾	48⅛	47¾	47¾
52	45	2.75	5.4	Do. 5½% Pref.	470	51	51½	50½	50½
50¼	45	2.75	5.7	Bowaters Mer. P.	268	48	48½	47¾	48⅛
32	26	1.00+2.50	..	Bowes Co.	nil	..	..	A35	30
7¼	6¼	.60	9.2	Boyles A	927	..	6¾	6⅜	16
5.00	3.50	..	..	Do. (B)	55	3.75	4.50	4.50	4.50
5.50	3.50	▮.25	..	Brazilian Tr.	42159	3.85	4.35	3.90	4.35
190	174	6.00	3.1	Do. Pref.	nil	..	B170	..	175
7½	5½	.40	5.8	Bridge & Tank	3420	6¼	6⅝	6⅜	6⅜
47½	41	2.90	6.6	Do. Pref.	100	45	44	43⅜	43⅜
49¼	35½	1.00	2.2	Bright T. G.	nil	..	B42¼	A45	45
21½	20½	1.15	5.3	Do. 5% Pfd.	nil	..	B21⅝	..	†21⅜
53	49	2.00+2.50	..	Br. Am. Bk. Notes	25	52	52½	52½	52½
35½	24¾	1.00	3.1	Brit. Amer. Oil	24470	32¾	32⅝	31¼	32
74	68	4.00	5.2	B.C. Elec. 4% Pf.	125	77¾	77¾	77½	77½
42¾	36	2.12½	5.2	Do. 4¼% Pref.	60	40½	41	40⅝	40⅝
45½	37	2.25	5.3	Do. 4½% Pref.	590	43½	43½	40½	42¾
93½	80	4.75	5.3	Do. 4¾% Pfd.	939	90⅜	90½	90	90¼
50	42½	2.50	5.2	Do. 5% Pfd.	1224	48¼	48½	47⅜	48
53	47	2.75	5.3	Do. 5½% Pfd.	1595	52⅛	52½	52	52¼
14½	9¾	.50	3.9	B.C. Forest	9140	13⅜	13⅜	12½	12¾
15	14	.75	5.0	B.C. Packers A	250	15	†15½	15	15
15⅞	14	1.00	6.9	Do. (B)	378	15½	15½	14½	14½
38¼	30⅝	8.40	..	B.C. Power	13533	37¾	37⅞	36	36⅞
48½	42	2.20	4.6	B.C. Tele.	2810	48	48½	47¾	48¼
1.30	90	..	..	B.C. Turf	3500	.92	1.00	.92	1.00
11½	9¼	..	..	Brockville Ch. Pfd.	700	9⅝	10¼	9¾	10
18	17	1.04	5.4	Brooke Bond Pf.	nil	..	B19½	..	†19½
17	9⅞	..	..	Brown Co.	3433	13½	14	13	14
11	7½	▮8* 30	..	Bruck Mills A	200	8	8⅛	8⅛	8⅛
3.00	1.85	..	..	Do. (B)	100	2.45	3.00	3.00	3.00
35	29¼	1.80	5.2	Build Prod.	1160	33½	35	33¼	34½
6	5	.50	9.5	Buloch's A	35	5	5¼	5¼	5¼
5.00	4.90	.35	8.2	Do. (B)	nil	..	B4.25	A5.00	†4.25
18	14¼	.60+1.25	..	Burlington St'l	650	17½	17	17	17
16½	11	.50	3.8	Burns & Co.	12730	12¼	13¾	12	13¼
7	5½	.45	7.1	Burrard D.D. A	600	6¼	6⅜	6⅜	6⅜
9½	8¼	1.20	..	Burrard Mtg.	nil	..	B8¼	A9	8¼
3½	2¾	..	..	Do. Warr.	nil	..	..	..	2.00
2.50	2.10	..	..	Butterfly Hos.	nil	..	B2.00	..	†2.00

C

23⅜	16½	.40	1.6	Calgary Pwr.	13215	24¾	25¼	24½	24¾
103	93	5.00	5.0	Do. 5% Pref.	35	102	102	100½	100⅞
				Canada					
4.25	3.35	.10	2.6	Canada Bread	300	4.00	3.80	3.80	3.80
52	48½	2.50	5.0	Do. Pref. B	5		49⅛	50	50
33	22½	1.00	3.5	Canada Cement	4298		29½	27	28¼
27½	24½	1.30	5.1	Do. Pref.	2622		27¼	27¼	25½
18¼	12½	.20	1.3	Can. Cr. & C. Stone	200		15	15½	15½
18½	13½	.60	3.5	C. & D. Sugar	2586		17⅛	17⅜	16½
14	10	▮.15	..	Can. Floor B	nil		..	B8½	A11
22½	18½	.60+1.20	..	Can. Foils	nil		..	B21¼	..
21½	19	.60+▮▮.52	..	Can. Forg.	nil		..	A10	
19	17	..	..	Do. (A)	300		19	18⅜	18½
22¾	18	*1.12½	..	Can. Iron	3675		19⅞	20	19¾
23½	19⅛	1.00	5.1	Do. 4¼% Pref.	30		78	79½	78⅝
83	70¼	4.25	5.3	Can. Machine	nil		..	B11	..
17	10	*1.00	..	Can. Malting	865		66	64¾	64¾
67½	45½	2.00+2.50	..	Can. Packers A	495		51¾	55	52
55	41¼	▮11.75	..	Do. (B)	2165		51½	55	51½
67	47	2.00	3.2	Can. Perm. Mtg.	1680		66	67	63
92½	80	4.40	4.8	Can. Safeway Pf.	105		90½	91½	91
45½	39	1.40	3.1	Can. Steamships	3611		45	45½	44½
12½	10¾	.62½	5.0	Do. Pref.	354		12½	12½	12¼
38	29¼	1.20+1.20	..	Can. Vinegars	34		31	31¾	31¾
7¾	7¾	..	..	Can. West Cord A	nil		..	..	..
..	..	..	..	Do. (B)	nil		..	..	..
..	..	4.00	..	Can. W. Cable A	nil		..	..	..
9¼	6¼	.20	2.6	Do. (B)	1455		7¼	7¾	7⅜
				Canadian					
†160	†160	*4.00	..	Canadian Arena	nil		..	B170	..
22½	13	..	..	Cdn. Aviation	412		21½	21½	21¼
8	4½	..	..	Cdn. Bakeries	119		6¾	6¾	6¾
62¾	46⅜	1.80+1.25	..	Cdn. Bk. Com.	7801		62¼	62¾	61¾
45¼	31	.85	..	Cdn. Breweries	26178		44	44⅝	43½
16	8	..	..	Cdn. Br. Al. A	620		10½	11	10¾
7.05	2.00	..	..	Do. Warr. A	1060		3.00	3.50	3.25
6.60	2.00	..	..	Do. Warr. B	3210		2.95	3.35	3.00
22½	17⅜	1.50	8.1	Cdn. Bronze	605		18½	19	18
90	80	5.00	5.9	Do. Pref.	nil		..	B87¼	..
14	12	.75	5.4	Cdn. Canners A	1028		13½	13¾	13⅜
25½	18	1.05+2.10	..	Cdn. Celanese	2595		24	24¼	23½
33	28	1.75	5.4	Do. $1.75 Pref.	470		33	32½	32
20	16	1.00	5.4	Do. $1.00 Pref.	350		19½	19½	18⅜
7⅜	5	..	..	Cdn. Chem. Ltd.	7320		6¾	7	6¾
2.50	1.75	..	..	Do. Warr.	13950		2.40	2.50	2.35
11⅜	6	..	..	Cdn. Collieries	3225		7¼	7¾	6¾
85	70	.05	.06	Do. Pref.	5150		.75	.78	.74
4.00	3.50	..	..	Cdn. Convert A	100		3.50	4.00	4.00
5	4½	..	..	Do. (B)	107		4½	5	5
2.75	.75	..	..	Cdn. Curtiss W.	13389		.95	1.15	.93
18	14	1.00	6.3	Cdn. Drawn Stl.	15		14¾	16	16
16	11	1.00	▮.6.8	Cdn. Dredge	1813		14¼	14¾	14
12	8⅝	.70	6.4	Cdn. Fairb. A	3030		10¾	11	10⅝
8½	5⅜	.60	7.1	Do. (B)	335		8	8½	8
6.50	3.10	..	..	Cdn. Food Prod.	14018		6.12½	6.50	6.00
48¼	44	3.00	6.2	Do. 1st Pref.	765		46	48¼	46
46⅜	33	1.50	3.2	Do. 2nd Pref.	1605		46	46⅜	45
4.95	4.30	..	..	Do. S.P. War.	4700		1.10	1.15	1.10
†1000	†900	8.00+24.00	..	Cdn. Gen. Elec.	nil		..	B760	A1180
33¼	27¾	1.20+1.15	..	Cdn. G. Inv.	145		31	32	32
17	13¼	1.00	6.3	Cdn. G. Sec. A	465		16	16	15
21	16	1.00	5.0	Do. (B)	nil		..	B16	A20
12½	7⅛	.20	2.0	Cdn. Hydrocarb	2625		9¾	10	9¾
97	.30	..	..	Do. Warr.	2810		.30	.42	.30
7	6½	.10	1.4	Cdn. Ice Mach.	nil		..	B7½	..
11½	10½	.80	6.8	Do. (A)	nil		..	B11½	A11½
5.75	3.70	..	..	Cdn. Ind. Gas	8678		5.50	5.75	5.37½
17¼	12½	.50	3.3	Cdn. Indust.	4482		15	15⅜	14½
77	69½	3.75	4.9	Do. Pref.	27		76	77	73½
40⅛	37¼	1.00+1.50	..	Cdn. Ingersoll R.	20		40	40	40
21	16	.80+▮.20	..	Cdn. Int. I. Tr.	nil		..	B17⅞	A19⅞
78¾	77½	5.00	6.4	Do. Pref.	nil		..	B78½	..
16	9	..	..	Cdn. Int. Pwr.	310		10½	11½	11
43½	37	3.00	7.9	Do. Pref.	365		38	38	37½
1.60	58	..	..	Cdn. Kodak	4700		1.00	.95	.83
9	6	..	..	Cdn. Locomo.	200		7¼	7¼	7¼
7.00	4.40	..	..	Cdn. Marconi	1600		4.95	5.12½	5.00
25¼	19	.80	3.1	Cdn. Oil	6189		25	25½	24½
83	76	4.00	4.9	Do. 4% Pref.	nil		..	B81	A82½
100½	90	5.00	5.0	Do. 5% Pref.	145		100	100	99½
144	138	8.00	5.7	Do. 8% Pref.	5		144	140	140
26¼	20¼	1.50	6.6	Cdn. Pacific	33161		22⅜	22¾	22⅛
13½	7	..	..	Cdn. Petrofina Pf.	1799		8⅞	8⅝	8⅝
7¼	5	.20	2.6	Cdn. Pr. & Pa. Sec.	nil		..	B5⅞	A6¾
2.95	1.90	..	..	Cdn. Propane	nil		..	..	..
43	32	*.20	..	Cdn. Salt	240		43	43	43
2.25	.25	..	..	Cdn. Silk A	nil		..	B.25	A.25
50	33	.70	1.4	Cdn. Tire	1040		45½	50	48
44½	33¼	.70	1.6	Do. (A)	1652		43	44½	42
80	70	4.25	5.3	Cdn. Util. 4½% Pf.	30		80	80	80
96	83	5.00	5.4	Do. 5% Pf.	15		89¾	93	93
17½	12¾	▮.20	..	Cdn. Vickers	890		15	15½	13
37½	27	*1.50	..	Cdn. Wallpaper A	nil		..	B34	A36½
43	28	*1.50	..	Do. (B)	nil		..	B34½	A36
17½	14¾	.70	4.1	Cdn. West. Gas	4693		16⅞	17¼	16
16½	13½	.80	5.0	Do. 4% Pf.	331		15	16	15¼
21	18½	1.10	5.4	Do. 5½% Pf.	210		20¼	20⅜	20¼
45½	31½	1.00	2.6	Cdn. Westinghouse	7		38	38	38

D

87	83	7.00	8.1	Dalex Co. Pref.	5	85½	86½	86½	86½
1.75	45	..	..	Dalfen's Ltd.	1000	.58	.60	.60	.60
45	43	3.00	6.8	David & Fre. A	nil	..	B42	A45	44
200	200	..	..	De Havilland A	nil	..	B180	A240	200
34⅞	27⅝	1.20+1.50	..	Distill-Seagram	23105	33	34⅛	32¾	34
12	11½	10.00+18.00	..	Dom. Ang. Inv.	nil	..	B11¼	..	11¾
92	90	5.00	5.8	Do. Pref.	nil	..	B92¼	..	†85½
21	15	.80+1.20	..	Dom. Bridge	50057	19½	20¾	18½	19
4.25	2.25	..	..	Dom. Coal Pref.	240	2.95	3.25	3.25	3.25
17½	15	1.00	6.3	Dom. Corset	160	16	16	16	16
13¾	9⅜	*.40	..	Dom. Dairies	39	12½	11½	11¼	11¼
27	26	1.75	6.7	Do. Pref.	nil	..	..	A25	25
9½	5	.20	3.8	Dom. Electric	1515	5¾	5¾	5¾	5¾
5.45	1.80	..	..	Do. Warr.	150	2.90	2.70	2.70	2.70
19	14¼	1.00	5.7	Dom. Engineer	955	16⅜	17½	17	17½
12	12	.60	5.2	Dom. Fabrics	nil	..	B10¼	A11½	12
21¼	20	1.50	7.1	Do. 2nd Pref.	nil	..	B22	..	21¼
52	38½	1.40	3.0	Dom. Fdry.	5370	47¼	47⅞	46¼	46¾
100	97	4.50	4.3	Do. 4½% Pf.	nil	..	B99½	A100	99½
90	64	2.20+1.60	..	Dom. Glass	661	.69	.69	68	69
15	12⅜	.70	5.0	Do. Pref.	100	13⅞	14	14	14
325	285	8.00	2.5	Dom. Insur.	nil	..	B296	..	325
8	6¾	..	..	Dom. Magnes.	100	7	7	7	7
40½	19½	▮.30	..	Dom. Oilcloth	1395	24½	24½	23½	23½
11½	11½	NEW	..	Dom. Scot. Inv.	875	..	11½	11½	11½
45	40¼	2.50	5.6	Do. Pref.	nil	..	B45¼	A47	45
15⅞	10	.40	3.6	Dom. St. & Co.	1600	11¼	11½	10¾	11
69½	41	1.25	1.9	Dom. Stores	3145	67¾	67¾	64¼	67
16¼	12½	▮.35	..	Dom. Tar & Ch.	171369	15⅜	16¼	14⅜	14⅞
20⅞	18½	1.00	4.9	Do. Pref.	250	20¾	20¼	20¼	20¼
31	28	1.60	5.5	Dom. Textile	11120	30⅛	30¼	30⅛	30⅜
133	110	7.00	5.9	Do. Pref.	nil	..	B133¼	..	135
18¼	13⅞	.60+▮.30	..	Donohue Bros.	4575	17¾	18¼	17¼	18¼
13½	11	.60	5.0	Dover Ind.	130	12¼	12	12	12
10	9	.60	6.4	Do. Pfd.	nil	..	B9½	A9¾	9¾
46½	45	1.50	3.3	Dow. Brew	90	46	46	45	45½
26¼	19¼	1.50	2.5	Du Pont of Can.	4375	20¾	20⅞	20¼	20⅜
77	71	3.75	4.9	Do. Pfd.	nil	..	B76¼	..	76
7⅜	6	.53	8.1	Dupuis Fre. A	360	7	6¾	6½	6¾

E

10	7	..	..	East Koot Pr.	nil	..	B10½	..	10
130	116	7.00	6.0	Do. Pref.	nil	..	B117¼	..	117
..	..	4.00+21.50	..	East Baker 4% Pf.	nil	..	..	..	†80
17¼	15¾	1.00	6.3	Easy Wash. 5% Pf.	nil	..	B16	A17¾	16
39½	30	1.20+▮.20	..	Economic Inv.	200	36	37	37	37
29½	26¼	1.50	5.7	Eddy Match	175	26¾	26½	26¼	26¼
68	50½	1.50	2.6	Eddy Paper	230	58	58¼	58	58¼
68¾	51	1.00	1.7	Do. (A)	nil	..	B58	A59	59½
3.85	2.80	16+2.08	..	Edmon. Concr.	nil	..	B3.45	A3.70	3.60
1.05	1.05	..	..	Electra Invest.	nil	..	B.98	..	1.05
24	17	▲1.20	..	Electrolux	1605	23½	23¾	22⅞	23
12	8¼	.50	5.0	Emco Ltd.	300	11¼	10½	10	10
70	55	▮1.00	..	Empire Life	37	70	70	69½	70
10	8½	.50	5.7	Enam. & Heat. A	nil	..	..	A8¾	8¾
4	4	1.00	10.1	Do. (A)	nil	..	B2	A3	†3
57½	52	*.65+1.25	..	Equitable Life	nil	..	B55	A60	†60
6¾	5	.60	10.1	Erie Fir. & Wood A	nil	..	B5½	A7½	5⅞
1.00	1.00	..	..	Do. (B)	nil	..	B1.00	..	1.75

F

22½	17⅝	1.50	8.3	Fam. Players	3789	18	18⅛	17¾	18
19¼	15	▲1.00	..	Fanny Farm	995	17½	17⅞	17¼	17⅞
39½	39½	*2.00+11.00	..	Fed. Fire 25% Pd.	nil	..	B38	A55	†48
60	39	1.40+2.25	..	Federal Grain A	250	48	48½	47½	47½
28	25½	1.40	5.1	Do. Pref.	nil	..	B27⅜	A28	27¼
1.00	1.00	..	..	Feraico	nil	..	..	A.75	1.00
4	4	..	..	Fibre Products	nil	..	B4	A5	4
6½	5	..	..	Do. Pref.	nil	..	B4	A5¼	†4
9	8	.80	10.0	Finlayson Ent. A	nil	..	B8	A10	8
10½	7½	.70	9.8	Do. (B)	100	9	7½	7½	7½
8	6	..	..	Fittings	27	6½	6½	6½	6½
9½	8½	.60	7.1	Do. (A)	nil	..	B9	A9	8½

Mining Stocks

WEEK ENDED JANUARY 27, 1961

Range 1960-61 High	Low	Company & Dividend ($)	Sales	Last Jan. 20	Week Ending Jan. 27 High	Low	Close or latest
.40	.08	Abacus	2000	.12	.12	.11	.11
.11½	.05	Acadia Ur. .	8000	.08	.08	.07	.07
.08½	.02½	Ad Astra ...	300	.02½	.02	.02	.02
4.00	2.60	Advocate ..	12970	3.00	3.25	3.00	3.25
.15	.10	Agassiz	nil	....	....	A.10	.10
.78	.48	Agnico *.06	27229	.69	.73	.71	.73
.55	.34	Akaitcho ...	1500	.47	.47	.47	.47
.07½	.03½	Alba	7500	.04	.04½	.04	.04
.30	.03½	Alscope	15000	.06½	.07	.06	.06
.27	.16	Amal. Lard..	3000	.18	.20	.19½	.20
.11	.05	Amal. R.M..	3000	.06	.06	.03½	.06
.04	.02	Amer'm.	2500	02½	.02½	.02½	.02½
.65	.33	Am. Neph *.02	516	.41	.38½	.38½	.38½
.90	.31	Anacon	44532	.44	.45½	.38	.40
13.12½	6.50	Anglo-Hur. .50	1525	8.50	8.50	8.25	8.25
.27	.12	Anglo-Rou. .	nil	....	B.12½	A.13½	.12½
.38	.07½	Ansil	205400	.09½	.11	.08½	.09
.08½	.02	Anthonian ..	1700	.02½	.04	.04	.04
.07	.02½	Arcadia warr.	nil	....	B.03	A.03½	.02½
1.02	.65	Area	500	.71	.80	.80	.80
.11	.06	Arjon	2000	.06½	.08	.07½	.07½
.08	.03	Arno	8600	.04	.04	↑.01	.04
.60	.25	Assoc A'cadia	9180	.28	.30	.27	.30
2.10	1.05	At Coast C.	15950	1.18	1.20	1.07	1.13
.12	.02	Atla. Sulp. .	5000	.04	.05	.04½	.04½
.09	.03	Atlas Y'fe ..	nil	....	B.07	A.08	.08
.14	.06	Atlin-Ruff. .	17200	.09	.10	.07	.08
.38	.31½	Augustus ...	13499	.35	.34½	.32	.32½
.12	.05	Aumacho	54500	.09	.12	.08½	.10
.19	.05½	Aumaque	11100	.07	.07½	.07	.07
3.25	2.21	Aunor .16 ...	1040	3.00	3.05	3.00	3.05

B

.20	.09	Baker Talc .	4500	.12½	.12½	.11	.11½
.06	.03	Band Ore ..	nil	....	B.03	A.06	.03
.44	.19	Bankeno↓ ..	30125	.36	.42	.35	.41
.14	.07½	Bankfield	3500	.13	.13	.12½	.12½
2.12	1.30	Barnat	13335	2.02	2.03	1.91	1.91
.05	.03	Barvallee ..	1000	03	.03	.03	.03
.55	.37	Barymin *.03	1100	.43	.42	.41	.41
.17	.07	Base Metals.	18300	.08½	.09	.08	.08½
.15	.06	Baska	60000	.15	.15	.13	.14
.43	.06	Bateman	35060	.07½	.08	.06	.06
.05	.02½	Beatrice	nil	....	B.02½	A.04½	.02½
.24	.06	B'tie-Dug. ..	5330	.08½	.10	.10	.10
.45	.25	Beauce Placer	nil	....	B.40	A.50	.45
.18	.04	Beaver L'ge.	9300	.06½	.07	.06	.07
.75	.43	Belchef	12200	.30	.50	.47	.48½
.58	.14	Bellechasse .	100	.25	.28	.28	.28
.06½	.03	Belle-Chib. .	nil	....	B.03	A.04	.03
.40	.16	Belleterre ...	nil	....	B.18½	A.28½	.18½
.92	.50	Bethle'm ..	16200	.75	.76	.66	.70
.19	.10	Bevcon	10874	.12	.14	.12	.12
.15½	.04½	Bibis-Yuk. .	7000	.07½	.07	.06	.06
.72	.42	Bicroft	18175	.72	.72	.62	.65
.31	.07	Bidcop	17580	.09	.10	.09	.09½
.27½	.04½	Black Bay .	58000	.08	.10½	.07½	.09½
.09	.03	Bordulac ...	1000	.04½	.04	.04	.04
.08	.02½	Bornite	nil	....	B.03	A.05	.04
.65	.33	Bouzan	66100	.48	.50	.44	.45
7.60	4.55	Boralorne-P.	13315	7.25	7.35	7.15	7.15
.52	.18	Broulan	9000	.34	.34	.29	.29
3.40	2.35	Brunswick .	7100	2.80	2.75	2.35	2.35
.12½	.05½	Buffadison .	15500	.07½	.07½	.07	.07½
2.26	1.20	Buffalo Ank.	150	1.35	1.39	1.31	1.36
.12	.04½	Buff R.L. ..	1500	.06	.12	.09½	.12
6.85	3.90	Bulolo *.50	3712	6.50	6.85	6.50	6.85
.13	.05	Bunker Hill.	33100	.10	.10½	.09	.09½
.24	.06½	Burnt Hill .	5500	.09	.09	.07	.07
.10	.05	Burrex	nil	....	B.08	....	.05

C

.20	.08	Cable	2132	.11½	.12	.12	.12
.16	.07½	Cadamet	2890	.10½	.10	.10	.10
.05	.02½	Calumet	1000	.03	.03	↑.02	.03
7.20	4.30	Camp. Chib..	39170	6.80	7.05	6.55	6.75
		Camp. R.L.					
18.25	9.75	.35+$.05 ..	165	16.12½	17.00	16.25	16.25
		Canada					
2.20	1.23	Can. Tung..	9900	1.36	1.40	1.34	1.39
		Canadian					
.09	.04	Cdn. Ast. .	132799	.09	.09	.07½	.09
.62	.25	Cdn. Dyno .	5890	.57	.59	.57	.59
.65	.32	Cdn. Mal. .	7600	.37	.37	.35	.37
.27	.08	Cdn. N Inca	8569	.12	.12	.11	.11½
.43	.16	Cdn. N'west	13766	.28	.28½	.24	.25
.06	.03½	Cdn. Thor .	700	.05	.04	.04	.04
.07	.01½	Canalask ..	9500	.01½	.02½	.02½	.02½
.28	.09	Canam	233200	.24½	.28	.23	.23½
.16½	.08½	Candore ...	11583	.11	.11½	.11	.11
1.47	.48	Can-Erin ..	49150	.51	.52	.48	.52
.70	.10	Canorama ..	400	.20	.19	.17½	.19
.05	.02	Canuba	nil	....	B.02½	A.03	.02
.06	.03½	Canusa	nil	....	B.04	A.05	.03½
.09	.05	Captain	nil	....	B.06½	A.07	.07
.11	.05	Carbec	nil	....	B.06½	A.08	.06½
1.18	.73	Cariboo	3100	.95	.98	.93	.93
.23	.08	Cartier Q. ..	1060	.10	.10	↑.06	.10
		Cassiar Asb.					
14.25	10.87½	40+$.05 ..	4430	13.75	14.25	13.87½	14.25
.49	.13	Cayzor	2600	.35	.36	.34	.34
.05½	.02	Cen Man. ..	nil	....	B.03	A.03½	.03
1.40	.82	Cen Pat. ..	2175	1.00	.92	.90	.92
.18	.08	Cen- Porc.	385900	.16	.18	.15	.17½
3.20	1.52	Chemalloy .	18945	2.02	2.05	2.00	2.04
.05½	.02	Cheskirk ..	nil	....	B.02½	A.03	.02½
.09½	.03	Chess	nil	....	B.04	A.04½	.04
.43½	.22	Chesterville .	34750	.26	.27½	.24½	.27
.19	.07	Chip-Cop. ..	200	.12	.10	.10	.10
.15	.08	Chib. K'rand	12000	.11	.11	.10	.10
.80	.41	Chib. Min.↓ .	11000	.54	.60	.57	.57
.67	.40	Chimo	53900	.53	.67	.55	.55
.11	.04	Chipman	7500	.04½	.05	.04½	.04½
3.40	3.00	Chromium ..	4140	3.15	5.20	5.05	5.20
.12½	.05	Cleveland ..	4900	↑.04	.06	.06	.06
3.50	2.90	Coast Cop. ..	1000	3.25	3.50	3.50	3.50
4.15	2.72	Cochen'r *.14	15360	3.95	4.10	3.90	4.05
.19½	.12	Coin Lake ..	6500	.15	.16	.15	.15
↑.36	↑.30	Coleman A .	nil	....	B.20	A.35	↑.33
.35	.32	Do B	nil	....	B.20	A.35	.33
.42	.19	Comb. Met. .	8055	.34	.32	.21	.21
.09	.02½	Cominga ...	28800	.04½	.02½	.02½	.02½
.77	.44	Conigas	28800	.73	.76	.70	.75
.84	.43	Coniaurum ..	28300	.81	.84	.75	.80
.26	.12½	Con-Key ..	nil	....	....	....	.17
.08	.03	Cons B'keno	12533	.03½	.04	.03	.04
.10½	.03½	C. Beta	8449	.05½	.06	.05	.05
.12	.05	C Callinan .	7000	.06	.07	.06	.06½
.02	.06½	C. C. Cad. .	2800	.03	.03	.02½	.03
4.05	2.95	C. Dis'y .24	11605	3.75	3.85	3.65	3.70
.37	.12	C. Fenimore.	1000	.15	.15½	.15½	.15½
.07	.04	C. Gillies ..	44500	.06	.06½	.06½	.06½
.52	.26	C. Gold. Arr.	4925	.34	.35	.30	.30
.72	.37	C. Hall'well .	57825	.46	.46½	.42	.44
.87	.26	C. Marbenor.	65800	.60	.62	.54	.54
1.05	.50	C. Marcus ..	13857	.80	.83	.78	.78
1.24	.69	C. Mogul ..	3840	.86	1.00	.81	1.00
.08	.04½	C Monpas ..	nil	....	B.05	....	.05
.26	.10	C. Morrison .	nil	....	B.13	A.15	.17
2.80	.99	C. Mosher ..	30522	2.25	2.25	2.10	2.10
.22	.11	C. Negus ...	3366	.14	.13½	.13	.13
3.45	1.00	C. New Pac.	nil	....	B1.25	....	1.25
.06	.02½	C. Northland	9566	.04½	.04½	.04½	.04½
.54	.23	C. Northland	3000	.28	.29	.27½	.27½
.15	.07	C Pershcourt	nil	....	B.07½	A.11	.09
.47	.22	C. Que. G. .	nil	....	B.34	A.44	.45
.06½	.03½	C. Que. Y. .	2000	.03½	.05	.05	.05
.10	.04	C. Red Pop.	4553	.05½	.06	.05½	.05½
.11	.05	C. Regcourt .	17000	.07	.07	.06	.06
.09½	.04	C. San'rm ..	7000	.05½	.06	.04½	.05
		C. Smelt.					
21.75	17.00	.80+$1.10 ..	18835	21.25	21.50	20.12½	21.37½
.20	.10	C. Stand. M.	nil	....	B.10	A.15	↑.09
1.30	.63	C. Vauze ...	1900	.87	.85	.85	.85
.47	.15	Cont C. M ..	36833	.24	.29	.24½	.29
.43	.18	Cont. Potash	7300	.34	.35	.31	.34
4.40	3.00	Conwest *.12	2820	3.60	3.55	3.40	3.40
.34	.12	Copper Corp.	10000	.13½	.13½	.13	.13½
.14	.06	Copper Man.	11750	.08	.08	.07½	.07½
1.80	.80	Cop Rand .	17562	.86	.85	.82	.84
.42	.27	Coulee	8800	.27½	.30	.28	.29
.19	.12	Courvan↓ ...	nil	....	B.15	A.18	.16
.69	.17	Cowichan ...	12600	.22½	.23½	.22	.24
7.70	3.40	Craigmont ..	14132	7.50	↑7.75	7.20	7.45
.10	.07½	Crestaurum .	nil	....	B.09	A.10	.08½
.13	.05	Croinor	nil	....	B.06	A.09	.08
.13	.05	Crowpat↓ ...	16800	.08	.08½	.07½	.08
.07½	.03	Cusco	4000	.04	.04	.04	.04

D, E, F

.20	.08	Daering	6250	.11	.10½	.10	.10½
.33	.16	D'Aragon ..	12600	.17½	.18	.17	.17½
.14	.06½	Decoursey B.	1000	.10	.10	.10	.10
.28	.19	Deer Horn ..	227750	.28	.28	.25	.27
.14½	.06½	D'Eldona ...	5000	.07	.08	.08	.08
.55	.27	Deinite*‡‡ ..	3167	.32	.32	.30	.30
11.25	8.55	Denison *1.00	20608	11.12½	11.25	10.50	11.25
		Dickenson					
3.75	2.95	.10+$.04 ..	7982	3.40	3.50	3.35	3.45
.12	.08	Dickstone C.	nil	....	....	A.10	.10
.09½	.05	Dolsan	1000	↑.03	.06	.06	.06
37.87½	16.75	Dome .70 ...	2885	25.75	25.75	24.75	24.75
.11	.05	Donalda	11500	.06½	.06½	.05½	.05½
.22	.08	Duvan	13200	.09½	.09½	.08½	.09½
.08	.04	Duvex	3325	.06	.05	.05	.05
.10	.04½	East Amph. .	5500	.06	.06	.05½	.05½
1.80	1.33	East Mal. ...	3650	1.73	1.73	1.65	1.65
2.07	1.40	E. Sull. *.10	3100	1.66	1.66	1.58	1.58
1.54	.89	Elder	35550	1.02	1.15	1.02	1.08
.25	.09	Eldrich	29500	.12½	.13	.09	.12½
.09½	.04	El Sol	15000	.05	.06	.05	.06
.33	.15	Eureka	1400	.18	.18	.18	.18
.19	.08	Fab. Met. ..	10000	.07	.07½	.07	.07½
		Falconbridge					
41.00	27.50	1.20+*.30 .	21896	40.50	41.00	39.75	40.00
.05	.01½	Fano	1000	.02	.02	.02	.02
		Faraday					
1.45	.62	.15+$.07½.	6300	1.28	1.27	1.25	12.5
.13	.06	Farw't M. ..	4000	.08	.07	.07	.07
.85	.27	Fatima	16150	.32	.34½	.32	.33
.00½	.00¼	Flin Flon	nil	....	B.00¼	A.01	.00½
.05	.02	Fontana '45 .	1050	.02	.03	.02½	.03
.74	.50	Forty-Four .	nil	....	....	A.75	.74
.09	.04	Francoeur ..	15500	.04½	.05	.04½	.05
.07	.03	Friday	3500	.03	.04	.03	.04
2.10	.06½	Frobisher	148430	.10½	.10½	.08	.10½
.10	.03	Fundy Bay .	nil	....	B.04	A.04½	.04

G, H

.07	.04½	Gaitwin	4800	.05½	.05½	.05½	.05½
23.00	17.50	Gaspe Cop. ..	165	18.50	19.00	18.00	19.00
20.50	15.00	Geco *.50 ...	7837	19.62½	19.75	19.50	19.50
.21	.08	Genex↓	95	.12	.11½	.10½	.11
1.10	.50	Geo-Scient.↓	2200	.67	.63	.61	.61
.35	.15½	Giant Mas. .	41625	.31	.33	.29	.32½
14.75	7.50	Giant Yk. *.20	2641	13.25	13.50	12.37½	12.50
.37	.15	Glacier	3000	.18	.18	.16	.16
.08	.03½	Glen Ur.	10725	.04½	.04½	.04	.04½
.23	.14½	Goldale	14600	.20	.23	.21	.21
.01	.00½	Gold Lake .	nil	....	B.00¼	A.01½	.01
.70	.30	Gold. Age ..	5100	.40	.48	.41	.42
.40	.15	Goldfields ..	23100	.21	.22	.20	.21
.30	.13	Goldray	16300	.17	.20	.17	.20
6.75	5.75	Granby	nil	....	B7.00	....	6.55
.17½	.08½	Grandroy ...	2500	.11½	.11	.11	.11
1.55	1.00	Granduc	37125	1.35	1.55	1.30	1.50
.13	.10	Grandview .	nil	....	B.12	A.18	.10
....	....	Great Falls .	nil	....	B.00¼	....	.01
.09	.03	Gui-Por Ur..	nil	....	B.05	A.07	.05
.11	.03½	Gulch	2000	.05½	.06	.06	.06
.07½	.04	Gulf Lead ..	3500	.04½	.05	.05	.05
8.05	7.00	Gunn'r M 1.25	17160	7.95	8.00	7.60	7.60
.16	.04	Gwillim L. .	2000	.05	.05½	.05½	.05½
.07	.02½	Haitian	5000	.02½	.02½	.02½	.02½
3.50	1.30	Hallnor .13 .	100	1.90	1.99	1.99	1.99
.16	.10	Hard Rock .	5850	.14	.15	.13½	.13½
.12	.04½	Harr. Min. .	3500	.06½	.06½	.06½	.06½
.21	.13	Hasaga	500	.18	.17	.17	.17
1.00	.88	Hastings	32700	...	1.00	.88	.90
.15	.05	H'd of Lakes	45950	.08	.09½	.08	.08
.40	.23	Headway ...	16100	.27	.28	.25	.28
.08	.04	Heath	32600	.05	.05	.05	.05

2.10	1.31	High-Bell *.10	34120	1.93	2.02	1.92	1.99
		Hollinger					
29.87½	19.00	.24+*.36 ..	6351	23.00	23.37½	22.12½	23.00
3.25	2.31	Howey Cons.	2580	2.50	2.55	2.51	2.51
51.75	43.00	Hud. Bay 3.00	5355	46.50	46.50	46.00	46.25
.12	.06½	Hugh-Pam .	3500	.10	.09½	.09	.09
.42	.24	Hydra Ex. .	530	.30	.30	.30	.30

I, J, K, L

.50	.25	Inspiration .	8706	.31	.38	.30	.37
.30	.08	Int Ceramic	nil	....	B.09½	A.10	.10
.13½	.03½	Int. Molybd'm	9500	.04½	.04½	.02½	.04½
		Int. Nickel					
63.37½	46.75	††1 15	26505	62.50	62.75	60.00	61.50
1.75	.63	Irish Cop ..	41710	.75	.85	.74	.79
3.20	1.45	Iron Bay ...	5600	2.20	2.70	2.20	2.25
.62	.30	Iso M	16800	.52	.52	.50	.52
.67	.22	Jack Waite	14300	.27	.28	.25	.25
1.40	.68	Jacobus	13825	.85	.89	.77	.77
.28	.11	Jaye	2100	.16	.16	.14	.14½
.14	.06	Jellicoe	44160	.08	.07	.06	.06½
.16	.07½	Joburke	6700	.09½	.10	.09	.09½
.39	.20	Joliet Que. .	22800	.28½	.28½	.27	.27
.17	.08	Jonsmith ..	12000	.09½	.11	.09	.11
.43	.23½	R. J Jowsey	5332	.28	.29	.26	.26
.09½	.03	Kenville ...	16500	.06½	.06	.05½	.05½
22.62½	10.50	K.-Addis'n .80	19546	12.87½	13.12½	12.62½	12.87½
3.80	1.55	Kilembe	700	2.26	2.26	2.25	2.25
.42	.17	Kirk. Min. .	1500	.30	.25	.25	.25
.10½	.06	Kirk. Town..	1600	.09	.08½	.08½	.08½
.06½	.03	Kontiki Lead	nil	....	B.04	A.06½	.04½
.02	.00½	Koot. Base .	nil	....	B.00¾	A.01½	.00½
.43	.10	Kopan Dev.↓	20517	.12½	.14	.13	.14
27.75	17.00	Labrador .25	2110	20.25	20.50	20.00	20.20
1.01	.35	L. Dufault ..	12850	.40½	.44	.42	.43½
.13	.06	L. Lingman .	3300	.10½	.10½	.10	.10
.23	.10½	Lake Osu ..	500	.17	.17	.17	.17
5.00	3.30	L. Shore	4137	4.25	3.90	3.75	3.90
4.20	2.75	La Luz	200	2.75	2.85	2.85	2.85
4.75	2.95	Lamaque .20	3250	3.90	4.00	3.95	4.00
1.00	.44	Langis Sil. .	143920	.58	.56	.45½	.50
1.40	.26	Latin Am. ..	32400	.48	.42	.45	.45
1.70	1.32	Leitch G .06	14150	1.65	1.66	1.60	1.61
.09	.04	Lencourt	nil	....	B.05	A.06	.06½
.04	.02	Lexindin	1500	.02½	.02½	.02½	.02½
.06	.02	Lingside	9000	.03	.03½	.03	.03½
.58	.06	Lithium	85000	.43	.50	.43	.44
2.25	1.60	Little L.L. ..	7766	2.07	2.15	1.98	2.05
.69	.19½	Lorado Ur. .	7600	.50	.51	.50	.50
.10	.01½	Do warr. .	8300	.06	.06	.05½	.05½
.09	.03½	Louvicourt .	8000	.05½	.06½	.05	.06½
.15	.07	Lynchburst .	1620	.09½	.09½	.09	.09½
.15	.06	Lynx Yk. ...	7000	.07½	.07½	.07	.07

M

		Macassa					
3.25	2.40	12+*.03 ..	6185	2.99	3.15	2.92	2.95
.32	.15	MacDonald .	8700	.20	.21	.20	.20½
.08½	.03½	Macfie	15000	.04½	.03½	.03½	.03½
1.35	1.00	Macleod	1500	1.17	1.18	1.12	1.12
		Madsen R.L.					
3.45	2.50	10+2.10 ..	10524	3.20	3.25	3.15	3.15
.13	.04½	Magnet↓	17700	.05½	.05½	.05	.05½
.03½	.01½	Majortrans .	19500	.02½	.02½	.02	.02½
1.05	.71	Malartic	28450	.80	.89	.82	.89
.09	.03	Maneast Ur..	1500	.03½	.03½	.03½	.03½
.99	.24½	Manitou-B. .	10466	.28	.28	.25	.28
.17	.07	Maralgo	13950	.10½	.12	.10½	.10½
.16	.15	Mar-Boy	12833	.18	.18	.16½	.16½
.13	.05	Marcon	43000	.12	.12	.10½	.10½
1.33	.56	Maritimes ..	21625	.72	.74	.70	.73
.47½	.30	Martin McN↓	320214	.43	.46	.43	.43½
.32	.06	Massval	nil	....	B.09	A.11	.11
.10	.05	Matachewan.	5000	.07	.06½	.06½	.06½
6.70	4.05	Mattagami ..	400	6.50	6.50	6.35	6.50
.13½	.05	Maybrun	7200	.06½	.07	.06	.07
30.75	21.00	McIntyre 1.00	7554	29.87½	30.25	29.37½	30.25
.31	.15	McK R.L.↓ ..	26500	.19	.18	.15½	.16
.11	.04	McMarmac ..	1500	.05	.05	.05	.05
.48	.24	McWatters ..	19000	.29	.32½	.29	.29
.20	.15	Mentor Exp..	15500	.17	.20	.18	.19½
1.15	.44	Merrill Is. ..	9150	.57	.59	.53	.54
.13	.06	Meta Ur. ...	113600	.10½	.13	.10	.12½
.32	.15	Mid-Chib. ..	7300	.20	.19	.18	.18
.85	.33	Midrim	6500	.40	.43	.39	.40
.17	.07	Midwest	5500	.10	.08	.08	.08
.07	.03	Mindamar ..	3000	.03½	.04½	.04½	.04½
12.62½	10.37½	Mng. Corp. *.70	6245	12.00	12.25	11.75	11.75
.10	.03	Min. Ore	9142	.04½	.04½	.04	.04½
.12	.05	Mogador	nil	....	B.05	....	.05
1.12	.50	Molyb'nite ..	1000	.53	.54	.54	.54
1.00	.55	Moneta	3400	.70	.70	.66	.70
.26	.05	Monpre	1000	.07	.06	.06	.06
.70	.50	Mt. Wt. Iron	23350	.51	.52	.50	.50
.59	.23	Multi-Min. .	4600	.26½	.25½	.25	.25
.96	.35	Murray M. ..	35200	.70	.62	.59	.58

N

.20½	.07	Nama Cr. ...	8000	.09½	.09½	.09	.09½
.10	.03	Nat. Ex.	12100	.05	.05	.04½	.04½
.07	.03½	Neaion	1500	.05	.04½	.04½	.04½
.15	.09	Nello Min. .	nil	....	B.09½	A.13	.09½
.09	.03½	N. Ainsworth	6000	.07	.07½	.07	.07
.07½	.03½	N. Alger	2000	.04½	.04	.04	.04
.40½	.24½	N. Athona ..	15700	.34	.35	.32	.33
.19½	.05	N. Bidl'e	3000	.06½	.07	.06½	.07
.43	.26	N. Calumet .	18000	.40	.39	.35	.36
.07	.01	N Cronin ..	nil	....	B.03	....	.03
.17	.08	N. Delhi	10500	.10	.10	.08	.09
....	....	N Far North	nil	....	....	....	.74
.19	.04	N. Formaque	3778	.06½	.06½	.05	.05
.09	.03½	N. G'dvue ..	7000	.05	.04½	.04	.04
.34	.16	Blue Crown.	1800	.21	.20	.18	.18
.28	.11	Bluewater ..	5600	.25	.25	.25	.25
.34	.15	Bonnyville .	12733	.17½	.16	.15	.16
.75	.30	Braisaman ..	2600	.35	.40	.35	.35
2.65	1.90	Britalta	2500	2.00	2.04	2.00	2.04

C

.57	.19	Calalta	11850	.31	.33	.30	.30½
21.75	13.50	Calg. & Ed. .10	4625	15.75	17.00	15.75	16.87½
3.55	3.15	Calvan	nil	...	B2.85	A4.00	3.15
.63	.27½	Calvert	3296	.29	.32	.29	.32
1.37	1.16	Camerina ...	220	1.30	1.25	1.20	1.20
		Canada					
1.35	.75	Can. Oil L.	2100	1.00	1.00	.93	.93
.39	.03	Do. warr. .	2600	.07	.08	.08	.08
		Can. So. Oil					
.75	.03	Prop.	500	.13	.13	.13	.13
5.25	2.50	Can. So. Pet.	11150	3.30	3.30	3.15	3.15
		Canadian					
1.34	.70	Cdn. Chieft'n	14400	.75	.79	.70	.79
3.63	3.63	Cdn. Delhi .	nil	...	B3.85	A4.15	3.63
5.15	2.20	Cdn. Dev. ..	43490	5.15	5.15	4.75	4.90
2.60	1.43	Cdn. Exp. ..	21975	1.72	1.74	1.65	1.65
.03½	.01⅜	Cdn. F'tune	nil	....	B.03½	A.04	.03½
.40	.16	Cdn. H. Cr.	2000	.25½	.23	.22	.22
1.05	.60	Cdn. H'stead	2000	.73	.85	.83	.85
8.50	3.95	Cdn. Husky	24100	5.37½	5.37½	4.85	5.00
4.65	.90	Do. warr. .	960	1.60	1.70	1.55	1.55
13.37½	8.00	Cdn. Sup. ..	21236	12.87½	13.37½	13.00	13.25
1.25	.31	Cdn. Wt'ston	nil	....	B.46	....	.52
↑.30	↑.30	Carleton	nil	....	B.30	....	↑.30
.17	.10½	Castle O. ..	2075

Royalite 1960 Profit 65% Higher

Royalite Oil Co. boosted profits 65% in 1960. Estimated net income is $1,050,000 ($637,681), says a preliminary report by Charles Hay, president.

Key factors: bigger refined product sales, increased investment income, lower interest expense and operating economies.

An offsetting factor: lower earnings from production because of cuts in Alberta crude allowables.

Sales of gasoline, heating oils and diesel fuels rise about 13%. Royalite acquired 81 marketing outlets giving it 723 retail and bulk stations.

Of participations in 24 wells, eight were successful on oil and four on gas. Three more oil wells have been drilled in southeast Saskatchewan so far this year.

Working capital at year end, $7.5 million ($7,147,849). Capital additions totalled $1.4 million ($772,000).

Granby May Ship Iron Concentrates From B. C. Islands

Granby Mining, whose subsidiary **Phoenix Copper** operates a copper-gold mine in British Columbia, proposes to buy an iron ore property near the south end of B.C.'s Queen Charlotte Islands.

President L. T. Postle says enough ore of economic grade is outlined to satisfy requirements of a million-ton sales contract negotiated with a Japanese consumer.

An initial payment of $25,000, of a total price of $1 million, has been made to **Silver Standard Mines** on the purchase agreement. Postle says that Granby's examination of the property is to be completed by April 30/61. Payment of $225,000 would be made if a production decision is reached.

Balance of the purchase price is to be paid from earnings. In addition Silver Standard would receive a 25c-per-ton royalty after shipment of initial one million tons of concentrates.

STAKING DECLINES

Ontario prospectors staked fewer claims in 1960 — 18,474 against 26,031 in 1959 on 5,755 (6,572) licenses issued or renewed. Department of Mines reports that of 14 mining divisions, only three showed an increase in claims staked. They were Parry Sound, Montreal River and Timiskaming.

ANNOUNCEMENT

MONTREAL TRUST
VICE-PRESIDENT AND DIRECTOR

W. EARLE McLAUGHLIN

The appointment of W. Earle McLaughlin to the Board of Directors and his election as a Vice-President and member of the Executive Committee has been announced by Montreal Trust Company. Mr. McLaughlin is President of The Royal Bank of Canada and a Director of Power Corporation of Canada Limited and Standard Brands Incorporated of New York.

Not Much Cheer For Lead, Zinc

Canada's lead-zinc industry—which has hitherto sold half its output to the U. S.—gets little cheer from legislation before the House of Representatives this week.

A beefed-up version of last year's lead-zinc subsidy bill (**FP**, Sept. 3), the new "Lead-Zinc Act of 1961," moved into the House backed by wider industry agreement, more congressional sympathy and the support of President Kennedy.

Even if the new bill should liberalize or eliminate the present quota system, producers here can take little comfort. Higher tariffs and bolstered competition in the U. S. would more than likely offset any quota relaxations.

Congressional action on the bill is likely to be fast. Kennedy, who voiced favor for lead-zinc subsidy measures in his campaign speeches, is expected to push the bill at least in part.

What effect more protection for U. S. mines will have on Canada's three major potential producers is a question mark.

Mattagami Lake Mines in Quebec, **Brunswick Mining & Smelting** in New Brunswick and **Consolidated Mining & Smelting**—controlled by **Pine Point Mines** in the Northwest Territories are planning big new mines.

Their combined, planned capacity could add more than 150,000 tons of lead and more than 400,000 tons of zinc to Canada's annual production — double present output.

Coming just after Smelters, Canada biggest (75% of production) producer of the two metals, announced a 20% lead cutback (**FP**, Jan. 21), news of this U. S. move is glum reading for our 1961 marketing prospects.

Three main aspects of the new bill:

- Most significant to Canadians, it would double the tax on lead and zinc metal to 2c per lb. permanent tariff, double the tax on concentrates to a 1.4c per lb. tariff. A removable tax of the same amount would raise the tariff to 4c and 2.8c per lb. respectively when U. S. market price goes under 13½c lb. (Present U. S. prices: lead 10.8c, zinc 12c.)
- Even for Canadian mines that can jump the higher tariff, subsidized U. S. operations will shrink the market for them. Subsidy, designed to revive U. S. mines closed down, is also to be paid larger companies. Payments on 2,000 tons lead and same amount of zinc is based on difference between 16c lb. for each metal and actual market price.
- Legislation would also add a 2c-per-lb. compensatory tax on the lead and zinc content of imported manufactured goods. This would have little effect on Canada.

Oversupply, unreliable prices and hobbling effect of import quotas are already troubling the industry's marketing life. The current export trend underscores these troubles and makes stiffer tariff prospects all the more threatening.

Export figures to the end of November show both metals down from 1959 shipment rate. Lead shipments to the U. S. of 53,851 tons are off 20%. Total zinc exports of 198,583 are down 12%.

Stelco Net Drops 35%

Steel Co. of Canada 1960 earnings were off 35% from previous year at $21,355,651, equal to $4.92 a share ($7.58 in 1959).

Marked drop in 1960 was mainly result of combination of reduced output, higher average wages and lower realized average selling prices, president V. W. Scully states.

In 1959 Stelco received a dividend of $1 million from **Welland Tubes** and no such dividend was paid in 1960.

There has been some improvement in domestic orders since the turn of the year, Mr. Scully discloses. Welland Tubes Ltd. and **Camrose Tubes Ltd.** — pipe mills in which Selco has a 50% interest — have been busy since late November on big diameter pipe orders.

There is enough business in sight to keep these mills busy well into the spring.

Total expenditures on plants and properties in 1960 amounted to about $53 million, largest outlay in a single year so far.

Total company sales in 1960 were $281,967,392 ($321,544,223 in 1959). Production amounted to 2,151,944 ingot tons (2,438,222).

Rayrock Mines Busier This Year On Exploration

Rayrock Mines spent $176,819 on exploration in year to Oct. 31/60. Company operates across Canada, on its own behalf and in participation with others.

President J. C. Byrne says plans call for increased exploration activity this year.

Rayrock expects net profit of around $4 million through its agreement (**FP**, Jan. 23/60) to buy uranium oxide from **Gunnar Mining** for sale to **Eldorado Mining & Refining.**

Assets include $2,077,413 in cash, short-term notes and receivable accounts, also investments at cost of $894,584. Listed stocks at cost of $450,241 have $671,878 market value at reporting date. Current liabilities are $22,178.

Elder Examines New Ore Vein

A 1960 operating profit of $76,000 (operating loss of $40,858 in 1959) is estimated for the Rouyn-Noranda area gold producer of **Elder Mines & Developments**, President K. A. Roberts reports.

Exploration late last year produced a new vein extension west of the mine off the 7th level. The vein has been opened over 400 ft., Roberts adds, and the face is still in ore.

Grade is "just above" mine average, he says.

Elder, in addition to other mining and manufacturing interests, owns **Peel Village Developments**, near Brampton, Ont. (**FP**, Dec. 31).

Long Lac Duo Lifts Profits

Operating profits for two **Little Long Lac** group gold producers improved during 1960.

Lake Shore Mines, with slightly higher revenue and lower production costs, increased operating profit 25% to $151,457. Here are Lake Shore results:

POST — B Copy — LAKE SHORE TABLE — Ward 10—

12 Months to Dec. 31:	1960	1959
Tons milled	175,501	180,577
Gold, oz.	65,758	66,471
Value	$2,240,472	$2,232,978
Cost aid	406,000	394,400
Operating costs	2,495,015	2,505,853
Operating profit	151,457	121,525

MacLeod - Cockshutt Gold Mines hiked production 4% and, despite higher operating costs, reports operating profit at $418,331 — a gain of 20%. Here are results:

Mcleod Cockshutt Table — C Copy—

12 Months to Dec. 31:	1960	1959
Tons milled	689,598	693,322
Gold, oz.	68,462	66,616
Value	$2,311,878	$2,219,329
Cost aid	251,514	252,268
Operating costs	2,145,061	2,124,203
Operating profit	418,331	347,394

A third Little Long Lac producer, McKenzie Red Lake Gold Mines, reported operating loss of $19,634 (**FP**, Jan. 28).

Investigate Ansil Share Trading

Because his firm had acted as agents for the underwriters of a block of stock in **Ansil Mines**, L. E. (Lou) West resigned from the Toronto Stock Exchange board of governors while an investigation is under way into Ansil trading.

It is understood that employees and clients of West's firm—**L. J. West & Co.**—traded only the occasional small amount of Ansil shares.

Ansil shares climbed from 10c to 33c in heavy trading that ran at a clip of 400,000 shares daily at one point (**FP**, Jan. 14). The price dropped sharply and is back to 9c.

Mr. West says his firm was in no way responsible for what had happened to the stock, but he felt that it would be embarrassing to him to remain on the board while the investigation was in progress.

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OPEN LETTER
to the NON-PROFESSIONAL INVESTOR . . .

In the stock market, of course, for every buyer there must be a seller. When situations such as **Acadia Atlantic, Pembina Pipe, Argus, Jockey Club** or **Canadian Food Products**, for example, churn volume for days on end at 1960-61 highs — half the investors participating in this action are "buying on good news" in anticipation of even steeper price gains yet to come; the other half are selling regardless of good news in anticipation of technical weakness of the stock at such high levels and bearish prices over the term immediately ahead.

Obviously, one of the two diametrically opposed opinions is bound to be wrong — which brings us to a second observation. To wit: that just as the stock market is divided between buyers and sellers, so also on another level is it divided between non-professionals and professionals. And although the professional is by no means always right, we're able to say emphatically and without fear of contradiction that his year-in-year-out success in market transactions exceeds that of the non-professional by a significantly wide margin.

SO ASK yourself this question about **Massey Ferguson**, for example, **Dominion Tar, Salada-Shirriff-Horsey, Giant Yellowknife, Ventures, Anglo Canadian Pulp & Paper, Consumers Gas, Saint Lawrence Corporation, Aluminium, Walkers, Traders Finance, B.A. Oil, Trans Mountain** or any other issue that you may now own or contemplate owning: Which of these certain securities are professionals accumulating at present prices — and conversely, which are they liquidating?

AND FOR the answers, ask the professional opinion of our Research Department — available at any time and without additional cost to all regular and trial subscribers to our eight-page weekly bulletin on Canadian stocks and the market. As our world-wide clientele has discovered over the years, our recommendations are motivated above all by a purely objective appraisal of facts and trends – we have no commissions to collect, no top-heavy inventory of certain stocks to unload from the shelf, no mixed or slanted self-interest policy for contacting a client to commence accumulating a certain security or to select one security in preference to another; we do not handle brokerage accounts: we are investment advisors only. **And of course feel very free to query our Research Department in your first letter. Write THE CANADIAN FORECASTER, 238 Adelaide Street West, Toronto. Annual subscription is $45; 60-day trial arrangements continue to be available at $5.00 or $5.50 airmail. Our telephone number is EMpire 4-5421.**

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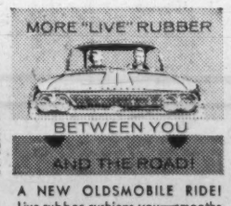

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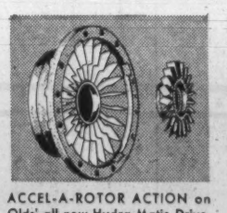

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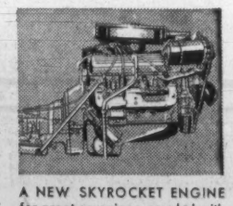

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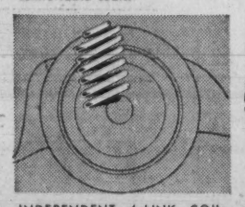

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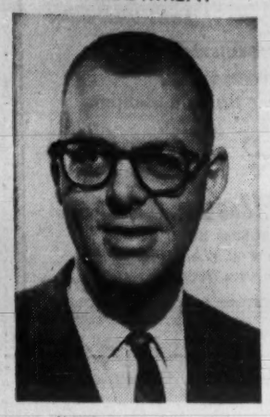
ANNOUNCEMENT

DOW BREWERY APPOINTMENT



JAMES D. FLEMING, C.A.

The appointment of James D. Fleming, C.A., as assistant controller of Dow Brewery Limited has been announced in Montreal by Allan G. Magee, executive vice-president. Mr. Fleming brings to his new post 12 years of diversified accounting and financial experience.

ANNOUNCEMENT

JACK B. BOLTON

Jack B. Bolton recently was named Canadian Sales Vice President for North American Life & Casualty Company. Announcement was made by H. P. Skoglund, president of the firm.

Mr. Bolton, who resides in Edmonton (13708 - 101A Avenue) has been a member of the insurance firm since 1952, when he became manager of the Edmonton office. He is a Chartered Life Underwriter.

The new vice president has won the company's top award five out of the last seven years for best management performance, in competition with 34 other managers throughout the continent.

North American's head office for Canada is located in Hamilton, Ontario.

Profits Edge Ahead for Two In Dome Trio

Two Dome group mines report net profits slightly ahead in 1960, while a third mine in the gold producing trio had lower profits.

Dome Mines itself had a $1,947,082 profit, or $1 per share, against $1,884,326 (97c) in 1959. **Campbell Red Lake Mines'** net was $1,713,621 ($1,688,063) or 43c (42c) per share. **Sigma Mines** dropped to $181,197 ($304,520) or 18c (30c) per share.

Increased production, combined with only slightly higher operating costs and reduced exploration spending, contributed to better earnings for Dome Mines. Here are Dome results:

	1960	1959
Tons milled	714,600	712,900
Gold, oz.	176,338	173,851
Bullion value	$6,025,370	$5,871,435
Cost aid	710,000	600,000
Other income	1,311,177	1,529,398
Operating costs	5,691,468	5,539,972
Depreciation	208,156	140,129
Taxes	251,000	202,000
Exploration	148,841	234,406
Net profit	1,947,082	1,884,326
Per share	$1.00	97c

Despite a fivefold increase in exploration spending, **Campbell Red Lake** profits nudged ahead 1.5%. Revenue from gold sales was only slightly higher but other income increased 23%. Operating costs include $152,517 for shaft sinking, against $178,658 for this work in 1959.

	1960	1959
Tons milled	257,898	256,721
Gold, oz.	162,666	162,276
Bullion value	$5,597,049	$5,466,814
Other income	184,253	149,411
Operating costs	2,538,992	2,365,075
Depreciation	380,095	415,068
Deferred Dev.	.....	64,986
Taxes	1,039,000	1,062,000
Exploration	109,594	21,033
Net profit	1,713,621	1,688,063
Per share	43c	42c

Sigma Mines earnings reduced by higher costs, depreciation charges and exploration expenses. Operating costs for 1960 included $344,234 ($102,997 in /59) shaft sinking charges. Here is the Sigma table:

	1960	1959
Tons milled	430,136	410,112
Gold, oz.	77,422	73,852
Bullion value	$2,643,484	$2,494,612
Cost aid	201,000	230,000
Other income	39,046	47,907
Operating costs	2,537,374	2,343,603
Depreciation	145,142	104,955
Taxes	6,500	12,050
Exploration	13,317	4,391
Net profit	181,197	304,520
Per share	18c	30c

FP reports on MINES & OILS ACTION

By FRANK KAPLAN

GOLD STOCKS are back to where they started the new year. A fast selloff sparked by U. S. President Kennedy carried the Toronto Stock Exchange index of gold producers back down to the level at the beginning of the year.

The drop was about 5%.

Selling followed Kennedy's statement that the full resources of the U. S. would be used to keep the price of gold steady, that the U. S. is determined that the price hold at $35 oz. (U. S.).

In London, bullion slides further from recent $35.70 level, is at about $35.30. Kilo bars in Toronto are at $35-$35.20 range (Canadian).

Here's how some gold stocks swing.

	Latest	Mid Jan.	End 1960	1960-61 High	1960-61 Low
	$	$	$	$	$
Aunor	3.00	2.98	2.85	3.25	2.21
Bralorne	6.85	7.50	6.40	7.60	4.55
Campbell	15¼	17½	16¼	18¼	9¾
Cons Discovery	3.60	3.90	3.75	4.05	2.95
Giant Yellowknife	12	14	12¾	14¾	7½
Kerr-Addison	12¾	13	13⅛	22⅝	10½

* * *

Uranium giant **Denison Mines** seems to be getting into the construction business in a big way. Hard on the heels of a participation in a cement producer, Denison closes a deal for a ready - mix cement company and a gravel pit. Stock rises to $11¼ from $10½, settles at $11.

Some mild easiness in coppers as producers wait for impact of recent price cuts and plans to reduce production to a rate that would remove 250,000 tons from the 1961 western world output. **Noranda** at $41½ is off from a recent $42¼. **Campbell Chibougamau,** the favorite of U. S. speculators, slips to $6.60 from around $7. But it's still well ahead from $5.75 after a run-up based on rumors of a "new find"—supposedly nickel.

* * *

The uranium stretch-out that resulted in a major squeeze-out of the Canadian industry is also hitting South Africa. Although nothing official is available here yet, a renegotiation of contracts is said to have been concluded. Reports are that the U. K. wanted the stretch-out on the one-third share it took of South African output.

It's believed that about 6,000 tons of uranium will be stretched out from 1966 to 1970. Present African contracts are scheduled to end in 1966.

Significance from Canada's standpoint: Some South African mines will be going through to 1970, whereas our longest-run producer will have to close in 1966 under present arrangements. This would give South Africa an edge on any business that might develop.

On the good side—it's likely that those South African mines that are practically entirely dependent on uranium will take over during the stretch-out. As it happens, these are the highest-cost producers in South Africa. Big worry for Canadian producers was competition from uranium produced as a minor by-product in a South African gold mine and thus could be practically given away.

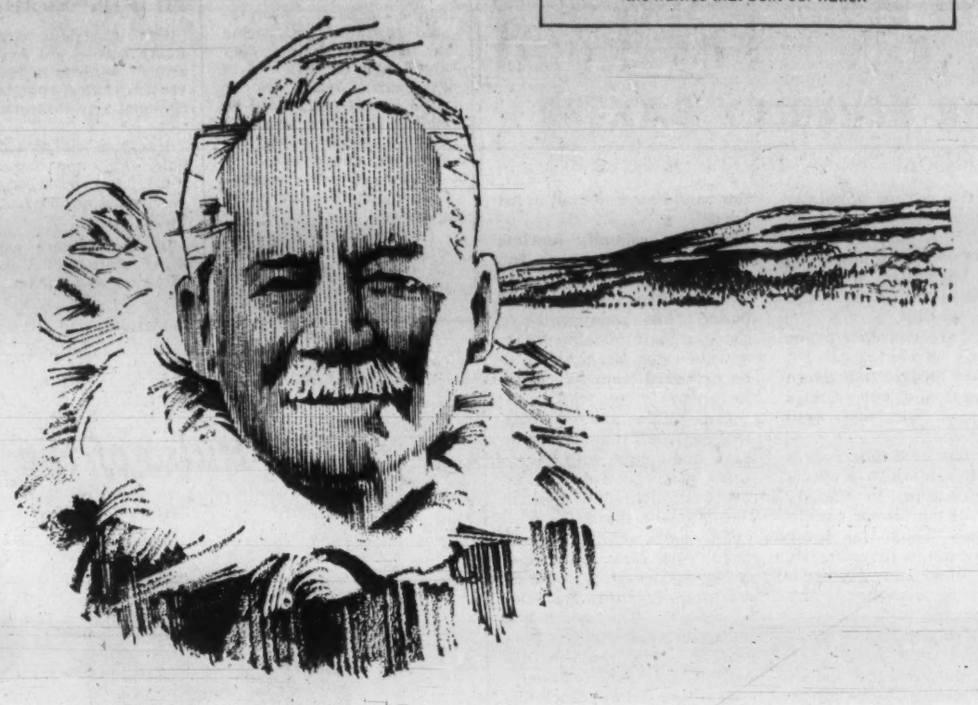
* * *

ON THE OIL AND GAS FRONT—trading interest slackens with occasional issue moving out of the narrow path. **Security Freehold** is centre of rumors of a possible takeover by integrated **Canadian Oil Companies.** Security climbs to $4.05 from $3.80.

Strength in **Devon-Palmer** and **Prairie Oil Royalties** said based on three big gassers that are supposed to have clicked in northeastern B. C. So far, the big U. S. organizations doing the drilling haven't talked. Devon-Palmer has come up from a low of 40c to 63c where it settled after hitting 75c. Prairie Oil at $2.60 is up from $2.15.

Bailey Selburn is expected to cover its preferred dividend for first time with 1960 earnings guessed at over $800,000. Farmout of proven oil acreage said coming, could give the company 5 to 6 million bbl. of additional reserves. At $6.75, Bailey is up from recent $5.75.

GREAT NAMES IN CANADA
the names that built our nation



Sir Wilfred Grenfell, M.D. (1865-1940)

Challenged by the modern Viking spirit of the Labrador settlers, Grenfell as a visiting missionary doctor was fired with the desire to help.

He stayed to treat the sick, open hospitals and establish a co-operative between fishermen and traders to alleviate their chronic poverty. Said an old seaman of this last act, "It has done more to save our souls, save our dollars, and save our self-respect than anything else."

In 1912 he helped form the International Grenfell Association to organize the industry, agriculture and education of Labrador and until his death continued to serve the pioneer people he admired — and who knew him and revered him as the Doctor on the Labrador.

The Dominion of Canada Group comprises two old established ALL-CANADIAN companies: The Dominion of Canada General Insurance Company founded in 1887 and The Casualty Company of Canada founded in 1911. The Group has over 3,000 Representatives throughout Canada and through them can offer all major types of insurance. The Companies have earned an excellent reputation for their prompt and fair settlement of claims.

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U. S. Nickel 1961 Demand Unchanged

From Our Own Correspondent

WASHINGTON, D.C. — The U. S. has become more dependent on Canada for its nickel.

This reverses a Washington policy of several years ago that sought to become less dependent on Canada.

But Fidel Castro upset these plans.

Now that the two U. S. nickel plants in Cuba have been closed, almost all U. S. nickel supplies in 1961 will come from Canada.

The U. S. Commerce Department says that in 1960, U. S. nickel consumption ran between 215 million - 225 million lb. and the outlook for 1961 is about the same. But about 25 million lb. came from Cuba.

"Failure to receive nickel from the Nicaro and Freeport plants in Cuba poses no threat of a nickel shortage in 1961," the department says, "because supplies are currently ample and an additional free world supply of 75 million lb. a year is expected from Canadian sources in 1961."

The additional Canadian nickel will be coming from the new **International Nickel Co.** operations in Manitoba. This will be the most significant increase in free world nickel production for the coming year. Total free world capacity for 1961, not counting Cuba will be about 606 million lb., 10% more than the 1960 estimated capacity, including Cuba.

The U. S. nickel industry expects consumption this year will be about the same as last year despite expected drops in areas such as the automotive industry. Losses of nickel in this field will be offset by increased production of nickel-bearing steels and other alloys.

The "BIG" 50
factual information on active traders

24 GOLDS

Featuring blocked-out ore, holdings in other properties or companies, earnings, capitalization, high-low market quotations for the past two years, latest corporate, mining and exploration developments, etc. Also —

13 BASE METALS

Drill results, test samples, grade-tonnage ratios, location of properties, upcoming exploration and development programs, production plans, proposed mergers, earnings, capitalization, high-low market quotations for the past two years.

13 GAS AND OILS

Featuring gas-oil reserves, sales contracts, interests in wells and acreages, properties, locations, earnings, capitalization, high-low market quotations for the past two years, latest corporate developments, drilling news, etc.

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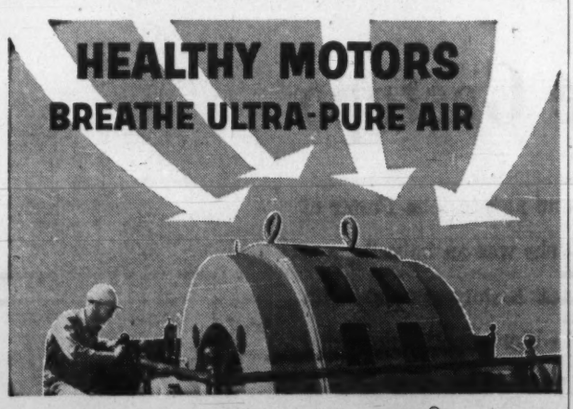

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WHEELABRATOR
DUST AND FUME CONTROL

Company Reports

Mining

MERRILL ISLAND MINING CORP. reports net profit of $643,183 in year to June 30/60, up 48% over fiscal 1959.

Profits, applied to premilling expenses, are after write-off of $80,000 on **Bateman May Mining** development. President Roy Robertson reports failure of underground work to bear out diamond drill indications, coupled with depressed copper prices, led to decision to halt the Bateman work.

Share of profits from lease to **Campbell Chibougamau Mines** was $340,410.

Merrill's production in the year was 3,243 tons copper (3,679), 1,182 (1,218) oz. gold and 53,480 (59,075) oz. silver which provided revenue of $1,548,395 ($1,520,135) after smelter charges.

Ore reserves at July 30/60 were 458,325 tons averaging 2.35% copper, 0.01 oz. gold and 0.45 oz. silver. Proven and probable reserves in the Campbell lease are 1,047,349 tons averaging 2.26% copper and 0.022 oz. gold.

INCOME ACCOUNT

Years Ended June 30:	1960	1959
Production revenue	$1,947,273	$2,023,092
Leased prop.—rev.	340,410	.....
Rental income	46,641	39,463
Other income	3,954	16,618
Total revenue	2,338,278	2,097,173
Less: Oper. exps.	1,410,798	1,479,143
Admin. exps.	102,923	111,236
Townsite exps.	46,641	56,080
Prov. loss Btmn. Bay	80,000	.....
Taxes payable	53,733	.....
Net profit	▲645,183	▲432,714

▲Applied to write-off of premilling expenses.

Shares o/s at June 30:		
Common, $1 par	5,385,340	5,385,340

MERRILL ISLAND MINING CORP. LTD.
BALANCE SHEET—MAIN ITEMS

As at June 30:	1960	1959
Cash	$51,696	$85,203
Advances	514,262	.....
Concentrates	234,548	195,404
Total curr. assets	1,455,983	693,836
Invests. & advances	211,104	159,204
Deferred charges*	1,410,799	1,993,829
Mining props.	215,000	215,000
Fixed assets▲	2,760,345	2,722,691
Total assets	6,053,231	5,972,833
Total curr. liabs.	332,498	236,512
Mtges. payable	229,087	244,675
Capital stock	4,370,727	4,370,727
Earned surplus	1,120,919	1,120,919
*After w/o of	1,675,964	1,032,782
▲After deprec. of	27,672	21,300
Working capital	1,123,485	457,324

OPERATING STATISTICS

Years ended June 30:	1960	1959
Tons milled	146,737	142,017
Average recovery:		
Copper, %	2.36	2.73
Gold, oz.	0.012	0.016
Silver, oz.	0.50	0.65
Ore reserves, tons	458,325	600,286
Average grade:		
Copper, %	2.35	2.36
Gold oz.	0.01	0.01
Silver, oz.	0.45	0.40

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FP features

SIR BEVERLEY BAXTER

IT WAS during a holiday visit to Scotland that we learned the surprising life peerages which, on the advice of Mr. Macmillan, were announced in the Queen's New Year honors list.

As you are aware the prime minister's political list reached a meagre half dozen life peers, and out of that number all but one were Socialists.

The one exception was Hugh Molson which is specially interesting to Canada because of the Molson family connection. Hugh was never a firebrand or a thruster, but he was liked and respected. He will be at ease in the upper house.

Harold Macmillan is not a man who acts hastily or without purpose, and therefore we must assume that he has every intention of strengthening the upper house and make it more representative than it has been.

BAXTER

"We must assume Macmillan intends to strengthen the upper house and make it more representative."

Particularly significant was the promotion of Dr. Edith Summerskill who, for a long time, has been a Socialist front bencher, and at the time of Suez was much more than a thorn in the Conservative flesh.

It must also be remembered that Lord Morrison (the famous "Our 'Erb" of other days) had already gone to the upper house.

Inevitably there were foolish suggestions that the Prime Minister wants to weaken the Opposition in the Commons but that is absurd. With the infusion of competent, and even brilliant, Socialists to the House of Lords the importance and significance of the upper chamber will be greatly enhanced.

* * *

NOW I AM glad to be able to report that the government has confounded the calamity howlers and the gloomy Gusses. According to the pessimists the policy of Macmillan's administration will be one of reduction, rather than expansion.

His critics, and they are many, declared that he had won popularity by unjustified optimism. That unfortunate aphorism: "We never had it so good!" had become the target for the wits. Instead of expansion, Macmillan would have to haul in his horns.

But the calamity howlers soon got their answer. The government has promptly announced that the maximum period for repayment of hire-purchase instalments on a wide range of goods is to be extended from two years to three.

One might have thought that the prime minister would have dealt only with necessities, and semi-necessities, but Macmillan had no such limitations in mind.

The goods affected include motor cars, caravans, motorcycles, refrigerators, washing machines, furniture and television sets. The merchants, manufacturers and the purchasing public could hardly believe their good fortune.

And how did the Stock Exchange respond? The big store shares recovered almost all their mid-winter slump. Motors climbed, steel reared its neck, and even Shell Oil gurgled happily.

Nevertheless, there was the gypsy's warning. The public is told that this is a halting of the slide and not the beginning of a boom.

* * *

AT LAST that swirling chaos of Piccadilly Circus is to be challenged. For years on end, cars have crawled in a hopeless muddle while pedestrians have struggled on their way. It is true that there are traffic lights but the road and pavement space is simply too small to make manoeuvre possible.

Now Sir William Halford has come forward with a new conception.

He contends that there must be a separation of motor and pedestrian traffic. To do that he advocates first floor walks which presumably means a bridge or a series of bridges.

One thing is certain, if any architect solves the problem we shall have to erect a statute to him in Piccadilly even if it stops the traffic completely!

* * *

THERE WAS great speculation about who would be the successor to Dr. Fisher as the new Archbishop of Canterbury. Now it has been announced that Dr. Ramsey, Archbishop of York, had been chosen. He is the ninth Archbishop of York to become Archbishop of Canterbury. The first promotion from York to Canterbury was made in 1396.

Dr. Ramsey is regarded as being one of the most learned of churchmen and has never hesitated to speak forthrightly on controversial subjects.

When he appeared on television he gave an impression of a handsome Shakespearian actor with his white hair and massive figure. But it would not be the first time that the church has robbed the stage of a great actor.

Company Reports

Building Materials

LAKE ONTARIO PORTLAND CEMENT CO., Toronto, consolidated net profit for year to Nov. 30/60 was $207,297, against $375,408 consolidated net loss in fiscal 1959.

Higher sales and profits are expected in 1961, President G. H. Elliott says.

Higher sales of cement (up 27%) and commercial aggregates (up 25%) together with higher cement prices contributed to the better 1960 showing.

Capital expenditures in fiscal 1960 were $92,779, all for equipment. Substantially higher outlays are seen for 1961 on additional silos plus supporting facilities at Picton, Toronto and Rochester.

Shareholders at a meeting about mid-month will be asked to approve sale of 440,000 treasury shares at $2.25 to **Denison Mines** and option to it 350,000 shares at $3 **FP,** Jan. 21).

CONSOL. INCOME ACCOUNT

Years Ended Nov. 30:	1960	1959
Net sales	$5,435,961	$4,184,040
Net earnings	1,695,049	1,008,496
Less: Deprec.	705,114	687,666
Preoper. exps. w/o	.....	†82,115
Debt interest	742,357	737,932
Amort. deb. disc.	40,281	40,281
Net profit & surplus	207,297	*375,408

†Credit; adjustment re prior years.
*Loss and deficit.

Times Interest Earned:		
Before deprec.	2.28	1.37
After deprec.	1.33	0.43
Earnings per Share and Dividend Record:		
Preferred	$1.10	d$1.99
None paid.*		
Common	0.05	d0.23
None paid.		

*Dividends cumulative from July 1, 1958, were in arrears $211,704 at Nov. 30, 1960.

Shares o/s as at Nov. 30:		
5% Pref., $10 par	188,181	188,561
Common, $1 par	2,069,825	2,068,690

CONS. BALANCE SHEET—MAIN ITEMS

As at Nov. 30:	1960	1959
Cash	$707,504	$389,180
Inventories	950,724	849,067
Total curr. assets	2,817,828	1,875,784
Deb. dis. unamort.	426,308	466,589
Fixed assets†	14,419,827	15,032,162
Total assets	17,663,963	17,374,535
Total curr. liab.	1,643,240	761,575
Funded debt	13,697,400	13,497,400
Capital stock	3,951,635	3,954,300
Contr. surplus	847,874	844,743
Deficit	1,476,186	1,683,483
†After deprec. of	1,795,486	1,106,046
Working capital	1,174,588	1,114,209

Report Awards

Annual reports of all public companies incorporated in Canada, appearing in the year ending May 31/61, will be reviewed in **FP**'s annual report contest.

No formal entry need be made. Reports from all such companies automatically come under review.

Reports of crown corporations and similar bodies are excluded.

Companies should check that **FP** is on their mailing list for six copies of their annual report.

Two Canadian Award Winners In Fire Contest

One Canadian city and an RCAF station are among "grand award" winners in 1960 fire prevention contest sponsored by the National Fire Protection Association.

Hamilton shared with Martinsville, Va., top honors among North American cities for its year-round fire prevention activities.

In the defence section, the RCAF station at Uplands, near Ottawa, was a winner.

Awards are made on year-round efforts to reduce fires and to educate people in fire safety at home and on the job.

Among the contest judges was R. A. W. Switzer, Dominion Fire Commissioner, Ottawa.

Vending Machine Sales Rise 28%, Cigarettes Lead

Sales volume of coin-operated vending machines rose 28% between 1958 and 1959, compared with a general retailing increase of 4.5%.

This growth comparison is based on DBS figures for automatic vending.

Several major industries can now expect this type of merchandising to provide the most rapid growth, Vernon Lang, executive secretary of the Canadian Automatic Merchandising Association, says.

- **Of total** $33.7 million sales by vending machines in 1959, cigarettes accounted for $19.9 million, an increase of 32.5% in the year. That compares with an over-all increase in cigarette sales of 4.5%.
- **Vended** milk increased 39% to $637,905 compared with growth of 2.5% in all fluid milk production.
- **Vended** confectionery came to $1.9 million, a 15% rise, while total market rose only 2.5% in 1959.

Zellerbach Net Up 10% in '60

Crown Zellerbach Canada Ltd., Vancouver, sales rose 13.9% in 1960 to a record $110 million ($96.4 million in 1959).

Net income climbed 9.6% to $8.7 million ($7.9 million) equal to $1.15 ($1.05) per share.

Production again reached a record — 438,000 tons of paper, paperboard and kraft pulp, 9%.

Major factors for the better 1960 showing were recovery from the 1959 strike and reporting for the first time on a full-year basis of two distributing divisions, **Plywood Suppy Co.** and **Columbia Paper Co.,** President G. H. Gallaway says.

He does not anticipate any major change in business volume this year. But he adds that high level of competition, in both domestic and export market, is one of difficulties that could have an adverse effect on 1961 sales.

Premium on Canadian dollar cost company $1.1 million in 1960 ($1.5 million) on products sold in U. S.

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FP-360

/ The Pulse of the People

Canadian artist Ed McNally illustrates the heart-wrenching scene of Nova Scotia's Mona Foster being torn away from her husband by German guards.

The woman who outwitted the Gestapo

The stakes were high. Escape or be shot. The dramatic true story of how underground agent Mona Foster of Wolfeville, Nova Scotia, escaped by convincing the dreaded German S.S. officers that she was an imbecile, was told in a recent issue of Weekend Magazine and its French language edition Perspectives. A story complete with intrigue, love, adventure, daring, heartbreak and happy ending. ■ ■ ■ It reflects the editorial policy dedicated to providing readers with the reading they like best — the fascinating story of people. This singleness of purpose has brought its own reward. Weekend Magazine/Perspectives is now the most widely read, the most generally accepted magazine in Canada. ■ ■ ■ Its millions of friendly readers look for its arrival week after week. They read with a full conviction of its sincerity and its authority. This, quite naturally, is reflected in their attitude toward its advertising pages. ■ ■ ■ In this way Weekend Magazine/Perspectives is able to carry its message into 1,880,000 homes — to tell and to sell fully three quarters of a million more family groups than can be reached by any other magazine in Canada.

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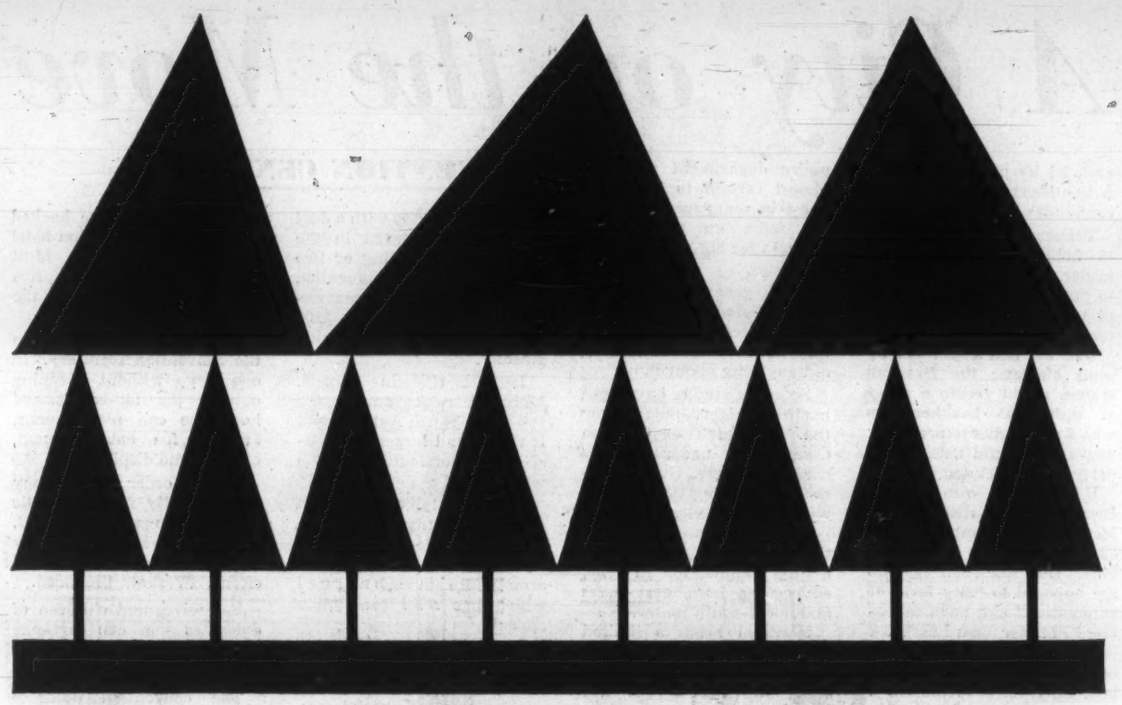
Weekend MAGAZINE / AND ITS FRENCH LANGUAGE EDITION **Perspectives**

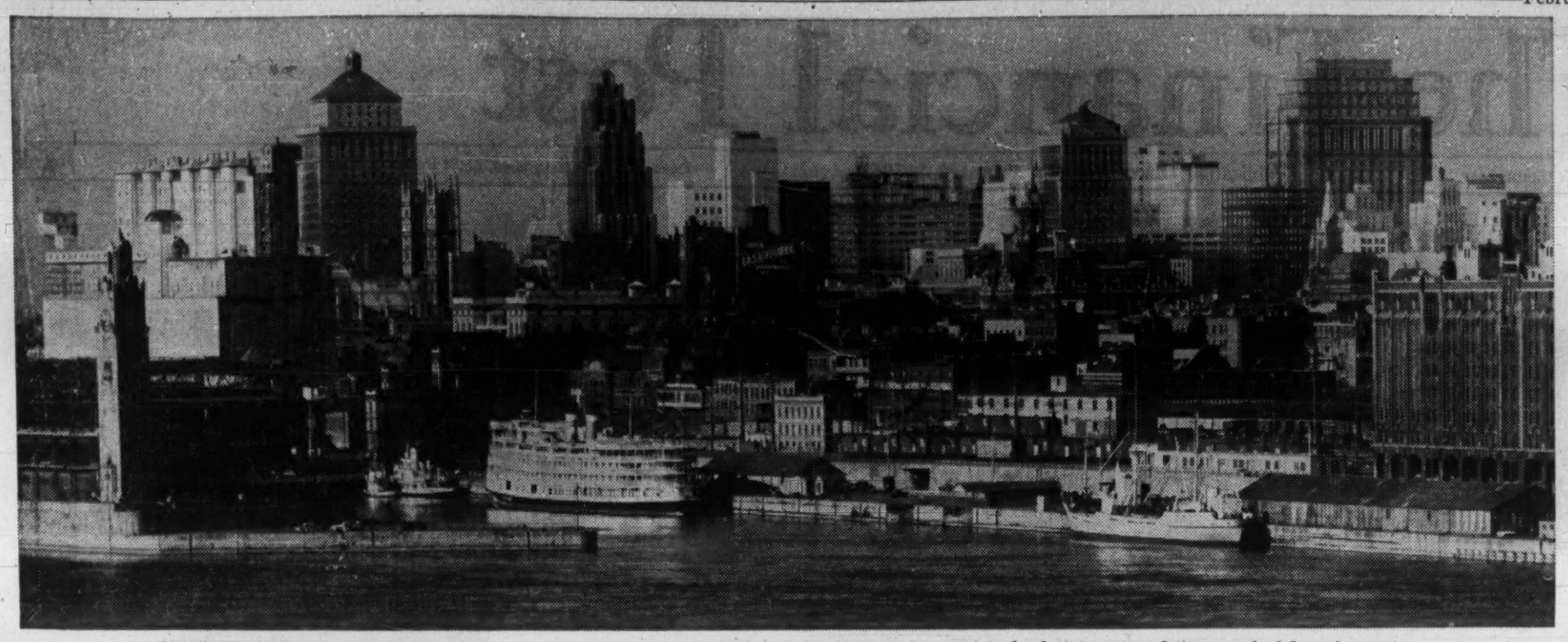
The Financial Post

Vol LV | Member of Audit Bureau of Circulations | Publication Office: Toronto, February 4, 1961 | Twenty-five Cents an issue, Eight Dollars a Year | No. 5



QUEBEC

Rich in raw materials, endowed with vast power resources, quickly developing its secondary industries, Quebec is a giant in a changing mood. Isolationism is losing ground to the desire for closer relations with other provinces. Economic indicators point to further exciting developments ahead. New hydro-electric installations are expected to cost more than $1 billion in the next five years. Great iron ore developments are attracting hundreds of millions of dollars of new capital. There are plans for a basic steel industry with initial investment approaching $100 million. In these pages, The Financial Post examines Quebec's economy, and reviews its progress and its plans.



MONTREAL IS one of North America's top convention cities. It is also an experiment in municipal administration, being watched by other cities burdened with growing government problems.

Montreal: A City on the Move

AN EXPERIMENT

Montreal is undergoing a unique experiment in municipal administration, one that is certain to be watched closely in other large cities beset by a growing complexity of government problems.

To all intents and purposes, Montreal with its annual budget climbing close to $200 million is operating under a party system. The Civic Party of Mayor Jean Drapeau is firmly in command.

Drapeau adherents captured 45 of the council's 66 seats in the October, 1960, municipal election and the six-man executive committee, in effect the Cabinet with the mayor as an ex-officio member, is solidly Civic Party.

Under the circumstances the administration, should it fail to implement its election promises, will have no excuses — except, perhaps, inability to fit all planned projects into the budget during its term of office.

Oddly, there is no official opposition, the 21 other members of the 66-man council calling themselves Independents, although one was elected under the banner of the Municipal Reform Association.

Many of these 21 councillors say labelling them as opposition members is unfair as they have professed no party ties.

Drapeau, a former crime-busting crusader and long-time eloquent advocate of better police methods, says those who are not members of his party are logically members of the opposition regardless of what they might have in common.

From 1832, when the city was granted its charter, to 1940 it operated under 14 different administrative systems. In 1940 with a funded debt of more than $250 million and a deficit budget, the provincial government stepped in, modified the constitution and established the 99-member council that prevailed until last October.

Thirty-three of the councillors were in a special category, holding office through appointment by public bodies, including such organizations as the Board of Trade, Montreal Trades and Labor Council, McGill and the University of Montreal.

This category was abolished by referendum. Retained were 33 council posts to be filled by ratepayers in general, 33 by proprietors only. A homeowner thus votes for candidates in both groups.

Drapeau hopes eventually to function as government leader, to have a Speaker and to publish some form of report along the lines of Hansard.

One big fear expressed by some electors: the Drapeau system might create a party of municipal backbenchers who would never express any views but would vote as the party heads dictated.

Ultimate aim of the Drapeau administration is a Metro System, embracing all 32 municipalities on the island. But suburban mayors are opposed to "any form of annexation" and have so advised Premier Jean Lesage.

For fiscal 1960-61, Montreal has a budget of $180 million, up from $158 million a year ago and nearly double the 1951 budget of $96 million.

Annual expenditures will almost certainly continue to increase.

Ahead are such major projects as:

- **A $300 million rapid transit system,** consisting of a subway and two elevated sections.
- **A $135 million east-west expressway.**
- **A major revamping of the police department which is almost certain to involve a boost in manpower** to bring the force up to accepted strength for big North American cities.

For a generation the subway in Montreal has been like the weather—everybody talked about it but nobody did anything about it.

Scores of studies have been made and pigeon-holed. Now the Montreal Transportation Commission, under its new chairman, Brig. Guy Gauvreau, is tackling the problem with renewed vigor.

Plans are based substantially on an outline submitted by the Commission in 1953, advocating both east-west and north-south routes.

Montreal needs a limited expressway. But where will it be built? A plan to build it along the harborfront has been attacked by town planners of the Montreal Port Council as "apt to be impractical."

They suggest east-west traffic requirements would be best met by two routes—one an expressway to relieve uptown congestion, particularly in rush hours; the other a well-designed harbor road for traffic generated in the harbor area.

Both would supplement the $120 million Metropolitan Boulevard, originally undertaken as a cost-sharing venture by the island municipalities, and now a part of the Trans-Canada Highway.

It is estimated 975,000 vehicles will be registered in Greater Montreal by 1981 compared with 350,000 today. One way to ensure rapid movement of vehicles from one section of the city to another is to provide peripheral expressways. And the way to relieve downtown congestion is to get some of the traffic underground.

Reorganization of the Montreal police department is bound to be costly.

Recommendations of consultants from Scotland Yard and the Paris Surete will be made throughout this year. By year's end City Hall will be able to gauge long-term police expenditures.

Currently the department is operating on a $17 million annual budget which, most experts agree, is low for a city of a million people.

Meanwhile still to be acted upon by the new Montreal administration is a report by **Woods, Gordon & Co.** which recommends nearly 300 changes in the internal organization at City Hall.

Among the recommendations:

- **Establishment of a central control** point for issuing tenders and receiving bids.
- **Centralization** of pensions plans.
- **Mechanization of tax billing procedures.** The report says some $1.5 million could be saved annually by collecting water taxes from property owners rather than directly from tenants.
- **Changes in inventory control to reduce** the amount of money tied up in supplies.

Savings of "quite a few millions" are envisioned but the report cautions:

"Dollar savings seldom show up immediately as reductions in the budget. Such could only happen if all recommended changes were made overnight. Obviously this is impossible."

CONVENTION CENTRE

Montreal, a city with a dual personality achieved in the harmonious blending of two races, is a unique convention magnet. Its annual convention business exceeds $100 million a year and is gaining steadily.

Largest city in Canada, Montreal ranks among the top ten in North America and is the second largest French-speaking community in the world.

While it is typically a North American entity, the French and the Anglo-Saxons have created a cosmopolitan social atmosphere in Montreal which has solid convention appeal.

Since the opening of the **Queen Elizabeth Hotel** in April, 1958, with its 1,216 guest rooms and special convention facilities, Montreal has become a significant part of the world convention pattern.

Tremendous new impetus will come in 1964 if the city is successful in its bid to attract the World Travel Congress, sponsored by the American Society of Travel Agents.

This group has 5,000 members in more than 100 countries. Membership includes travel agents, airline, railway and steamship executives, resort operators and writers of travel material.

The 1961 World Travel Congress will be held in Vienna. In 1962 the group will meet in Las Vegas, in 1963 in Spain or South America.

Other bidders for the 1964 meeting are Vancouver and Portland, Ore., but Montreal is believed to have the inside track.

Montreal's invitation was extended at the 1960 Congress in Honolulu by Dr. Laurence Tombs, former ASTA president, acting on behalf of Lionel Bertrand, provincial secretary. Dr. Tombs' presentation was supported by John Fisher, executive director of the Canadian Tourist Association, and Joseph Fox, travel bureau manager of The Montreal Star and a CTA director.

Large conventions of 1,500 people or more regularly route meetings around a circuit which includes Montreal and Toronto.

It is estimated every major Canadian association will hold a meeting in these cities once every five years, every national association in North America will visit Montreal or Toronto every 10 to 15 years. All major world conventions can be expected to look at the Queen Elizabeth or the Royal York every 20 years.

Largest convention held in the Queen E. was the joint conference of the American and Canadian Library Associations in June, 1960, with 4,500 delegates, largest attendance in the history of the association. And it was the first time the American Library Association had ever met outside the U. S.

According to Donald Mumford, general manager of the **CNR**-owned, **Hilton**-managed hotel, the Queen Elizabeth does not normally book more than 40% of its space for one convention, distributing reservations in excess of that limit to other Montreal inns.

Some groups have booked space in the $20 million hotel as far ahead as 1968. Most groups book four or five years in advance to get the dates they want.

Everything is done to help the convention secretary. In one day, without stepping outside the air-conditioned hotel, he can plan menus, arrange for entertainment, exhibits and displays.

He can order photography and publicity from a public relations counsel in the hotel, even have his own daily newspaper printed or closed circuit TV show produced.

For wives and children of delegates he can arrange fashion shows, sightseeing tours, teas and baby sitters.

The convention delegate who doesn't leave the hotel and wander about is missing much for Montreal is indeed a Tale of Two Cities—French and English, modern and old.

It was founded in 1642 by Paul de Chomedy Maisonneuve, a young officer in the army of royalist France, a century after Jacques Cartier, a venturesome mariner from Normandy, discovered Canada.

On property owned by religious institutions in the west end, there still stand stone towers used as defences against the Indians and on St. Helen's Island, visited by Champlain in 1611, an ancient fort has been restored as a tourist attraction.

Throughout the city numerous plaques commemorate historic events. At Place d'Armes one plaque marks the spot where Maisonneuve and an Indian chief met in hand-to-hand combat.

Bi-ethnical influences create an environment conducive to the development of a broadening culture. There are numerous little theatre movements, especially in the French community, and concerts and ballets are well supported.

Atop Mount Royal, the residue of a lofty peak climbed by Maisonneuve in 1643, a Mountain Playhouse has become a popular rendez-vous. It offers summer and winter stock, often with internationally known guest artists.

Shoppers will find that Montreal has a reputation for the quality and diversity of its shops, the principal uptown shopping district being within easy walking distance of the major hotels.

While the motel or motor court is increasingly the preferred accommodation for the travellers by automobile, it is quite obvious the large and efficiently run downtown hotel, in centres such as Montreal, will continue to provide an essential service, especially for conventions.

The Queen Elizabeth, for example, estimates that 30% of its total revenue is attributable to convention business.

One measure of the prosperity of the hotel industry is capital expenditures on new construction.

In Montreal the **Royal Embassy Hotel** is building a 23-story $3.5 million extension which will include a concert hall, a ball room and a winterized swimming pool on the roof.

The old **Windsor Hotel** has been remodelled and will become part of the Windsor Plaza development of the **Canadian Bank of Commerce** and the **Ritz-Carlton** has added a new wing at a cost of $1,750,000.

In the last few years the **Mount Royal Hotel** has overhauled most of its 1,018 guest rooms, lifting some of them into the luxury class. Many suites have been redecorated, air-conditioning installed.

Montreal hotels have joined forces to erect a huge electric billboard, 12 mi. to the west of the city on the main highway where traffic from west and south merges, listing rates for each hotel and up-to-the-minute information on vacancies.

Next to the sign is a parking area and telephone facilities for making reservations.

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1957

233,803

1958

238,858

1959

252,505

1960

273,427

LA PRESSE

By far the largest circulation of any publication in Quebec Province

Lesage Achieves New Understanding

Quebec has experienced more than a change of government. It has experienced, according to Premier Jean Lesage, a change of life.

And indications are the political metamorphosis will continue throughout 1961.

Said Lesage: "Our battle is the reconstruction of the province."

Since assuming office last summer, the new Liberal administration has been actively engaged in making changes that almost certainly would never have been considered by the old Union Nationale regime of Maurice Duplessis.

Undoubtedly some significant revamping would have been undertaken by Paul Sauve, a progressive, farsighted man who succeeded Duplessis, premier for 16 years, in September, 1959.

Sauve, who was just starting to draw a softer blueprint, died suddenly Jan. 2, 1960.

Antonio Barrette picked up the reins. Unable to fix a firm martingale on his followers, confused by struggles for power behind the scenes, Barrette saw his party go down to defeat in the June 22 provincial election.

The coup de grace was administered convincingly in November by-elections when the Liberals swamped opposition candidates in two ridings represented for many years by ministers of the former administration.

Perhaps one of Lesage's outstanding accomplishments has been to bring new understanding to the problem of dominion - provincial relations.

Quebec, of course, is still interested in preserving its autonomy, but within a broader framework. And it is getting support now for some of its views from other provinces concerned about what they call "federal encroachments in provincial spheres".

Lesage's initiative in calling a conference of provincial premiers in Quebec resulted in a decision to hold periodic talks to discuss mutual problems out of Ottawa earshot. The next interprovincial conference will be held in Charlottetown in August.

Two major developments reflect Quebec's new relations with the federal authorities. They are:

- **Introduction of a hospital** insurance scheme.
- **Inclusion in the Trans-Canada Highway project** and the roads to resources program.

However, Quebeckers are finding out that welfare schemes cost money. To provide an additional $25 million in revenue to help finance the hospital insurance scheme, Quebec raised corporation taxes from 10% to 12% (but provided more liberal depreciation allowances) and reduced exemptions on personal income taxes from $1,500 to $1,000 for single persons and from $3,000 to $2,000 for married persons.

Other welfare legislation, either implemented or being considered, includes supplementary allowances to the aged, the blind, invalids and needy mothers.

The Quebec government also has promised to "take the first steps toward free schooling, to quicken the development of secondary education and to encourage more effective recruiting and better training of teachers".

Supplementary payments will be made to families with school children from 16 to 18 years old.

Two important internal developments reflecting a new concept of political morality were:

- **Reorganization of the provincial** police department.
- **The calling of public tenders** on government jobs.

It had been generally conceded that the provincial police had become an arm of the government, subject to great pressure from party higher-ups.

In August Josephat Brunet, an ex-Mountie with a fine reputation, was appointed to

LESAGE

head the force. He brought in key personnel, established new training methods and began more rigid enforcement of the law.

Quebec's whole system of contract letting was changed in favor of open tender and a board to watch over all expenditures in excess of $15,000 was created.

"The system of patronage that built a new class of millionaires for the Union Nationale is abolished. Never will our government return to it," declared Lesage.

Three months after he assumed office, Lesage went to Montreal for the first formal convention ever held by a ruling party in Quebec.

There he reaffirmed the Liberal policies and helped push into line a few disgruntled followers, who had been disappointed by the loss of patronage opportunities.

Under way now is a Royal Commission probe into some facets of the Union Nationale regime, including sale of **Quebec-Hydro's** gas distribution system to **Quebec Natural Gas Corp.** It could produce some awesome political fireworks.

Meanwhile, with its fabric deteriorating, the Union Nationale is preparing to hold a convention to hammer out a firm policy and select a new leader.

The party has no structure in the conventional sense, policy always having been set by the leaders.

Barrette resigned last September after a rift developed among high party brass. Acting leader now is Antonio Talbot, a Chicoutimi lawyer, but he has no intention of seeking nomination for a permanent appointment. Among the most likely candidates are Daniel Johnson and Jean-Jacques Bertrand, both Montreal lawyers, both in their mid-40s.

Party standing in the Legislature is Liberals 53 seats (last House 17), Union Nationale 41 (71), Independent one (three).

The Independent member is Frank Hanley of Montreal, who is consistently successful in the provincial and civic arenas.

North Shore to Riches

Quebec's North Shore area holds out some exciting development possibilities. From what was considered, not so many years ago, a vast worthless area, it's developing into a rich growth potential.

It abounds with thick forests, iron ore deposits, rivers for new hydro projects and already two new towns have sprouted.

For generations travelers on the St. Lawrence viewed its desolate north shore with a combination of awe and disgust.

It seemed a vast and worthless country hardly fit for animals. Today it rates as one of the world's most exciting frontiers.

The earth holds rich minerals and the thousands of rivers and lakes provide tremendous hydro resources. Coupled with thick forests, these factors add up to a new boom area.

Major development projects are sprouting up across the bleak landscape. Population is increasing rapidly.

According to the Lower St. Lawrence & Gulf Development Association, the official count is now 45,000. During the year ended June 1, 1960, the population of Sept-Iles grew by 4,000 to 15,000. Baie Comeau grew to 8,000, Schefferville to 5,000, Hauterive to 5,300 and Forestville to 3,400.

The two brand new towns of Port Cartier and Ville Gagnon now have populations of 3,000 and 3,500. A new town to be known as Labrador City is to be built in the Wabush Lake area to serve the **Iron Ore Co. of Canada** development and is expected to house about 5,000.

Mainstay of the growth today is the iron ore business. **Quebec Cartier Mining Co.** reports it will soon start shipments of beneficiated iron ore at the rate of eight million tons annually.

Iron Ore Co. of Canada plans to start shipping beneficiated ore next year from its Carol Lake development. It is aiming for a production rate of some 600,000 tons a month.

The Wabush Iron Co. development in next door Labrador expects to be operating by 1964 or 1965 at the rate of five million tons of concentrates a year.

It is estimated that if world markets stand up, iron ore production in the north shore area should be about 30 million tons a year.

This, and other industrial developments, will require great amounts of electric power. It is being supplied.

Last year work was completed on the 855,000-hp Bersimis II development and with the introduction of the 12,000-hp station at Menihek in Labrador the total north shore hydro installation reached 2.5 million hp.

But the really big power news is **Hydro, Quebec's** plan to harness the six million hp potential of the Manicouagan and Outardes rivers.

It should take about 15 years to complete and will cost some $2,000 million. Quebec's total power production will be increased 50%.

All this is exciting and important news for Quebeckers. But these developments would mean little if transportation facilities were not greatly improved.

New rail lines are being installed between the mining areas and coastal ports. After many difficulties and delays, finishing touches are now being put to highway Route 15 linking Baie Comeau and Sept-Iles.

These are significant steps forward but for its real transportation future the area must look to the St. Lawrence.

The river was for many years virtually the only means of bringing major loads into the area. When winter came, bringing with it crushing ice flows, the north shore was forced into hibernation. Its industrial pioneers have given a great deal of study to the possibilities of winter navigation and have found it is a highly practical undertaking.

Last winter saw some important milestones.

- **It was the first time that merchant ships crossed the Cabot Strait** every month bound for Baie Comeau.
- **It was the first time Canadian British Aluminium Co.** was able to fill winter orders. The 37,000 tons shipped during the winter amounted to 42% of annual production.
- **It was the first time Quebec North Shore Paper Co.** managed to continue paper shipments without interruption, moving some 25,000 tons or 14% of annual production.
- **Cross-river winter shipping between the north shore and Rimouski** was 33,300 tons of cargo during the period — a new record.

This winter has seen the first full season of shipments from **Cargill Grain Co.'s** Baie Comeau elevators. During 1960 the company moved about seven million bu. It is expected to handle substantially more in 1961 which would place the north shore port well up on the list of major grain handlers.

It is perhaps significant that Baie Comeau's first year of grain handling coincided with Montreal's worst grain year since 1948 (56 million bu.).

North shore residents are well aware that the success of their winter shipping campaign has opened some painful political wounds — and threatened to open others.

Ports in the Maritimes view these developments with little enthusiasm. They see them as a step forward to achieving the long - held dream of turning the St. Lawrence into a year-around navigation artery — with inevitable destruction of their present winter business.

While the present advances are significant, north shore companies point out, they don't begin to solve the problem of winter shipping in the narrower stretches up-river from Baie Comeau. And, they stress, they are not asking Ottawa to attempt keeping the river open beyond Baie Comeau.

To join the movement to extend winter shipping to Quebec City and beyond, they recognize, might damage their case with the federal government.

Nonetheless, shipping men believe the great surge of development along the Quebec north shore will play an important role in opening the whole St. Lawrence, eventually, to year-round utilization, and that in the long run political considerations will be overcome.

Whatever happens, the future of the once-neglected land of the north shore appears secure. If world markets continue to demand production the area seems set for exciting developments.

Heat-Proof Resin Now in Production At Du Pont Canada

MONTREAL (Staff)—**Du Pont Co. of Canada Ltd.** has started production of a new type of nylon moulding resin, at its Kingston, Ont., plant. Previously it had been imported.

Known as Zytel 103, this heat-stabilized resin is used in manufacture of parts—such as some automotive components — which must withstand high temperatures.

Du Pont manufactures two other Zytel resins in Canada, type 101 (general purpose) and type 102 (color-stabilized).

Company has split its direct nylon sales organization into a textile sales group and another specializing in industrial and tire yarns.

Mont Sutton Ski Plan Heading for Success

A new industry has set up shop in Sutton, a picturesque but economically sleepy Eastern Townships community 63 mi. from Montreal on the Quebec - Vermont border.

It's **Mont-Sutton Inc.**, a major, publicly financed ski centre which offers free tows in lieu of dividends.

Opened in December, it boasts a 4,000-ft. double-chair lift, a 1,500-ft. T-bar and a $35,000 chalet.

If all goes well, promoters plan to add a second 6,000-ft. chair lift for 1961-62.

When completed, Mont-Sutton will be one of the most elaborate skiing layouts in the Eastern Townships.

Developers hope to attract some of the lucrative Canadian ski trade that now patronizes the Laurentian resorts and big U. S. centres like Stowe and Jay Peak, Vt., and White Face Ski Centre, N.Y. There's also a good chance the Sutton slopes will attract some U. S. skiers.

The development holds promise of giving the Sutton area a big economic boost.

The town has already formed a tourist committee which has registered 100 rooms for skiers.

Store, restaurant and hotel keepers in the area are sprucing up premises and expanding facilities to take care of the anticipated tourist bonanza.

To help finance the development, Mont - Sutton last year made a public offering of 5,875 6% non-cumulative $20 par participating preferred shares—with "ski warrants"—at par.

Investors had the option of foregoing dividends for two years and receiving free passes on company's tows instead.

Buyers of 25 shares ($500) were granted the option of taking a free pass on company's tows for two years while buyers of 50 shares were entitled to two passes for two years or one pass for four years on similar terms.

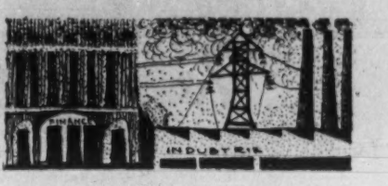
Company officials say the passes are a good bet for the skiing investor. At $5 per day for use of the chair lift, six days on the slopes equal one year's dividends on 25 shares of preferred stock.

There's also a hidden persuader for those in high tax brackets.

Dividends on Mont-Sutton preferred are subject to income tax. The ski passes, on the other hand, presumably are not.

In addition to the usual ski school, restaurant and ski shop facilities, Mont-Sutton boasts another extra which may help boost business—a baby sitting service, designed to attract family business.

And if junior is old enough to master the staves himself, he can use the tows at half-price.



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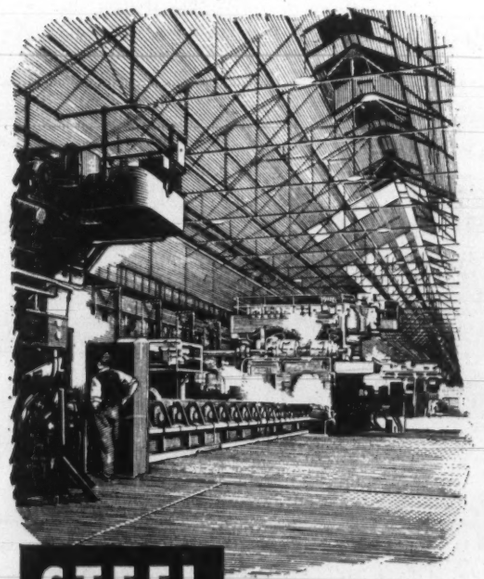

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With a New Order Comes New Growth

By CLIVE BAXTER

Quebec regards the future with growing confidence.

Which ever way you look at it, the fates have been kind to this bilingual giant.

Beneath its surface rest abundant mineral riches which the world seems certain to need for many generations. Its swift-flowing rivers offer hydro electric potential of enormous proportions.

Its forests are thick, its farmlands productive.

These were the advantages which attracted many of the early settlers.

What is important today is the fast-moving industrial expansion within the province and the hard-to-define change in its people and their outlook on life.

For too long, in the opinion of many Quebec leaders, too much new industry was attracted to the booming Ontario centres. Montreal, because of its location and size, was chosen by some big industries, and other parts of the province were selected by companies in search of raw materials and cheap power.

But the great Canadian industrial boom seemed to have settled to the west of the Quebec border.

Today Quebec plays host to a well-balanced industrial complex. Its resource industries are still growing at a brisk rate and beside them new manufacturing and processing operations are keeping pace.

The value of industrial production in 1959—the most recent complete figures available — was $10,130 million compared with $5,825 million in 1950. Observers expect final 1960 figures to show little significant change. All estimates call for a sharp increase during the next decade.

This is having some marked effect on life in Quebec.

While French - speaking Canada still proudly maintains its culture and traditions, the majority no longer feel it necessary or desirable for Quebec to continue its long-standing policies of isolation.

The changes in outlook have been dramatic in recent years, even months.

Today Quebec is making a strong bid to be the leader among the provinces in negotiating with the federal government. It has played an important role in recent federal-provincial negotiations, a role that only 10 years ago would have seemed quite unthinkable.

This special report on Quebec was compiled by FP's Montreal staff, consisting of Vince Lunny, Clive Baxter, Amy Booth and Eric Richter.

What has produced this change in attitude?

There are many answers to this question. A significant one is certainly the marked improvement in the lot of the average French-speaking Canadian, both at the worker and management level. Another is the growing influence of urban centres.

While there are still complaints that French-speaking Quebeckers don't get a fair shot at the best jobs, the situation is improving quickly. **More companies are hiring bilingual management — and more are urging present management to become bilingual.**

This, say observers of the Quebec business scene, is removing much of the resentment from which the province's isolationists drew much of their strength.

Perhaps even more important has been the virtual political revolution that has taken place in the province since the death of Maurice Duplessis.

With only one wartime break, Duplessis ruled Quebec as premier from the mid-1930s to his death in 1959. It was a unique reign which left its mark on every facet of Quebec life.

There can be little serious question that the years of Le Chef's leadership saw the beginning of Quebec's emergence as a major industrial power. But many industrial leaders believe the rate of growth was not as quick as might have been the case with fewer government restrictions.

Duplessis openly advocated a policy of isolation. Not for him were such things as the Trans-Canada Highway. Quebec, he felt, should do these things herself. As a result, many of them were not done.

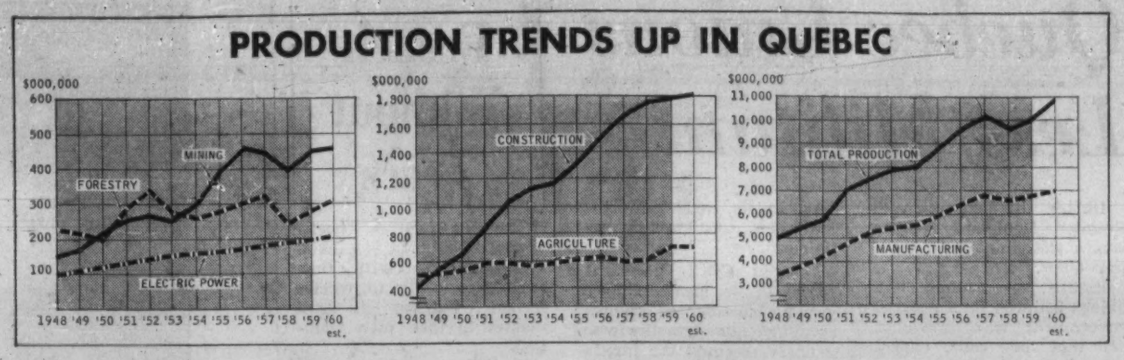
The short premiership of Paul Sauvé saw stunning changes in attitude, changes which were carried on by his successor Antonio Barrette. The winds of change eventually contributed to last year's defeat of the National Union Party—an almost undreamed of event in the days of Duplessis.

Quebec business today finds these changes clearly indicated in the offices of the provincial government in Quebec City. The civil service is undergoing something of an upheaval.

Patronage is on the decline, although there is an ill-disguised battle going on between Premier Lesage and some of the old guard Liberal supporters who don't want to see the practice abandoned.

But of more importance is the new attitude in Quebec City. There is no longer fear that too much contact with "the outside world" would lead to the destruction of all that is held precious in Quebec.

It is this change that is the most telling. Quebec feels it is strong enough to withstand outside pressures. Its economy is comfortably balanced between basic and secondary industry and the growth potential for both seems encouraging.



Leads Refractory Production

The refractory industry in Canada is centred almost exclusively in Quebec and is the mainstay of two communities, Kilmar and Marelan, halfway between Montreal and Hull on Highway No. 8.

Linked by a 13-mi. company railway, these towns are the home of **Canadian Refractories Ltd.**, the country's largest producer.

Besides a mine and two factories, the company maintains a research laboratory for day-by-day analysis and development of new refractories.

Every industry which uses heat or fire needs refractories to line the insides of process furnaces.

While their primary function is to concentrate and contain the heat within the furnace, they also protect the furnace itself.

A refractory is a strong material or combination of materials with outstanding ability to resist heat. Chrome, magnesite and silica are the most common minerals used in refractories for basic industry.

Special clays, similar to those from which pottery is made and known as fireclays, are also used for many refractory products.

Because refractories must often stand up under temperatures as high as 3,000 deg., the raw material must be selected and blended in the right proportions.

Corrosive action of the heated material and gases in the furnace also decides the refractory's composition.

The largest users of refractories are the metallurgical industries, particularly the steel industry.

A blast furnace for making iron may contain a million refractory bricks and each furnace must be relined every few years.

Copper, nickel, aluminum, lead and zinc foundries are other important metallurgical users of refractories. So are the cement, chemical, petroleum and glass industries.

Canada is numbered among the world's most important producers of finished refractory products.

Exports go principally to the important cement-producing countries, including the U.S.

In 1933, when Canadian Refractories was formed, several members of the National Research Council who had been working on the development of a refractory from the magnesite ore at Kilmar, joined the staff. Close co-operation with the National Research Council has continued over the years.

Canadian Refractories owes its formation to circumstances arising out of World War I. Shipments of magnesite (then considered the standard) from Austria, the principal source for North America, were cut off. Canada was thus forced to use the magnesite deposits at Kilmar which had been known to exist since 1900, but were thought to be inferior.

When the war ended however, most major consumers started using the Austrian refractories again. By 1921 Canadian production had fallen sharply. In the early 1920's the Canadian Department of Mines, and later the National Research Council, undertook the development of a suitable refractory from the Canadian magnesite.

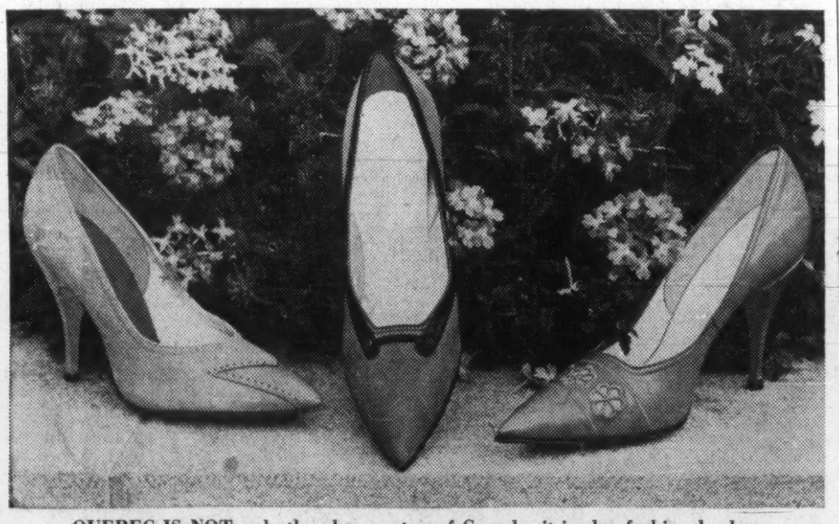
The result of this research was a refractory clinker, "Magnifrit", in 1927. A few years later "Magnecon" was developed.

One of the company's outstanding achievements was the invention in the 1930's of a new type of refractory, the first of its kind in the world.

The refractory, "Ramix", is used in the bottoms of steel furnaces, and made possible a major step forward in steel making techniques.

The Quebec department of mines has contributed substantially to product development. In early 1960 the mines department ran tests on ten tons of asbestos, which is present in the Kilmar magnesite ore, at the department's new pilot mill in Quebec City.

Three years ago the department carried out a pilot plant test on ore flotation at Laval University in laboratories which are now part of the department of mines. Both series of tests were for future projects.



QUEBEC IS NOT only the shoe centre of Canada, it is also fashion leader.

Always on its 'Toes'

As Quebecers' feet go, so goes the nation. The shoe manufacturing centre of Canada, Quebec is fashion leader as well.

The pin toe, born in Montreal, pointed the way to a complete new shoe wardrobe for most women in Canada and the U.S.

It brought healthy sales boosts to wholesalers and retailers.

The sharp last has taken a firm hold in men's footwear, too. It accounts for some 75% of men's shoe sales in Quebec and is spreading across the continent.

Canadian made shoes, which account for about 90% of consumption, are firmly established as North American fashion setters.

For this spring, Quebec designers of women's shoes, concentrated on color.

"Happy colors" of watermelon and peony, soothing greens, yellows that "stimulate a sense of well-being", dramatic lavenders and exhilarating reds are waiting to entice the customers.

Designers are also betting on unlined leathers and even higher and slimmer heels.

Demand for style in the children's and teen-age field is noticeably on the increase.

The "leisure look" in men's footwear is now almost fully accepted.

Leading the revolt against one or two pairs of shoes that would be half soled, heeled, resoled and otherwise stitched and mended, ad infinitum, have been young men in general and new Canadians in particular.

Quebec manufacturers are busy turning out new slip-ons with elastic tops or gores and even more pointed toes. (The triple needle toe for men is well on the way to success in the province.) Moccasins will have very fine seams and high rising fronts to give a "more shoe" look.

Designers expect black to remain the main color choice but tobacco brown, black cherry and brown olive will be offered in increasing numbers.

Shoe production has been feeling a "pinch" from imports recently.

Quebec shoe production rose to a peak of 26,161,400 pairs in 1959 from 24,445,775 in 1958, 23,863,989 in 1957 and 23,191,859 in 1955.

The 1960 estimate is 24,800,000 pairs, a drop of some 5%.

Quebec accounts for some 60% of total production of leather footwear in Canada.

Total Canadian production is expected to be down about 4%-6% to 44 million pairs of shoes when final results for the year are tallied.

Value of production has been rising steadily for the last three years in Quebec and across Canada. Canadian production in 1959 was $154 million, in 1958, $146.7 million and in 1957, $141.6 million. Quebec accounted for $86.7 million, $82.6 million and $79.6 million, respectively.

The industry employs over 13,000 people, half of which are female, in 157 factories in the province.

Sixty-five factories are in the Montreal area, 19 are in Quebec City and the balance throughout the province.

Total wage bill for year to Aug. 31/60 was $23,002,128 on an average 32.3 hour week.

In the previous year, $22,836,383 was paid to 11,259 people on an average 33.9 hour work week.

Imported footwear increased 22% in 1959 and rose to 58% in the first four months of 1960.

Simulated leather or plastic shoes from Japan reached 4,253,000 pairs in Jan.-Sept./60, valued at $2.5 million.

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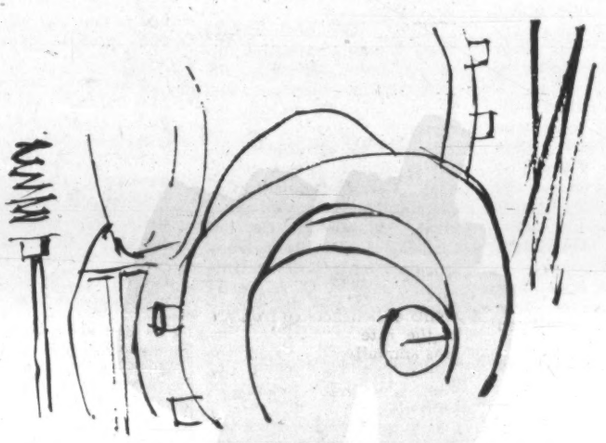

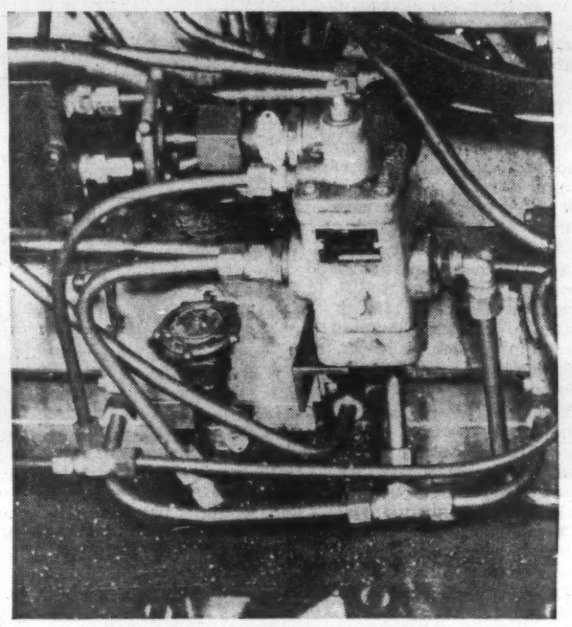

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Making Good Use Of Gift

The gift of Mont St. Hilaire to McGill has added an important link to the university's off-campus activities.

Bequeathed by Brigadier A. H. Gault, D.S.O., the area, less than 20 mi. from Montreal, is being used as a biological centre.

A scientific survey of the 4 sq. mi. of mountain top is being conducted to provide an inventory of its natural resources.

The 1,350-ft. mountain with its seven peaks, virgin forests and primeval alpine lake holds many possibilities for McGill.

It is known that the original hills were of molten rock, brought into being by a geological disturbance in the St. Lawrence River region some 350 million years ago.

The subsequent retreat of plants and animals during t' glacial period, the inundation by the glacial waters of Lake Champlain and the final return of plant and animal life will be of great value to biologists, zoologists and geologists.

Preliminary survey has already indicated some 80 species of birds and more than 700 different forms of plant life. Geochemical analysis is determining whether existing soils have been derived from parent rocks of the mountain or deposited by the glaciers.

Final decision regarding the eventual use of the property is not expected for about two years, director of the property P. Baird told FP Suggestions so far have ranged up to its possibility as a new campus.

The bequest came as a complete surprise to McGill. Brigadier Gault, a McGill graduate, had lived most of his life in Taunton, Somerset, although he purchased the St. Hilaire property in 1905.

Extensive research is being done at the Bellairs estate, Barbados, assisted by grants from the National Research Council, and the U. K. Colonial development fund and a $2 million bequest from Canadian engineer, Major James Brace.

Studies are helping to provide new sources of food, better land utilization and economical ways of purifying saline or brackish water for irrigation.

Quebec Unions Less Militant

During the long reign of Premier Duplessis, Quebec was a flashpoint for organized labor.

Rightly or wrongly the unions believed the Duplessis government was anti-labor and that they could expect little consideration from Quebec City.

One result was a burning desire for direct political action. Quebec unionists were laying plans to form a new party long before their colleagues in the rest of Canada. They found support among Quebec's intellectuals.

With Duplessis' departure from the political arena and the short-lived appointment of Paul Sauve, an unusual calm came over the Quebec unions. They suddenly found the government would listen to their arguments, and in many cases was prepared to act to help them.

Almost overnight the movement became much less politically militant. Today it keeps up with the rest of Canadian organized labor in the move toward a New Party, but no longer leads the way.

In fact life on the Quebec labor front has become unusually quiet.

The long standing battle between the international unions of Quebec Federation of Labor (CLC) and the Quebec - based syndicates continues. But even this is restricted to brief skirmishes.

Talks leading to some sort of merger between the syndicates and CLC have dragged on for months.

"You can't exactly say they have reached a stalemate," a syndicate spokesman told FP.

"It is just that we haven't reached a formula which safeguards our position should we affiliate with the congress."

A fresh round of discussions is expected to begin soon.

In the meantime the syndicates are carrying out some brisk housekeeping to make themselves more efficient. Last year they finally changed their name — a significant step.

Until that time the syndicates had been grouped together in the Canadian and Catholic Confederation of Labor. The organization had its roots in the interest of some priests in labor matters. In its early days the movement was strongly religious.

But as CCCL grew, it found in its membership a growing number of English speaking, non-Catholics who strongly resented the implication that in joining their local union they were coming under the influence of the Catholic Church.

In its annual convention held in Quebec City last September CCCL voted to change its name to the Confederation of National Trade Unions. As none of the affiliated unions are actually national in character, many observers considered the change something of a misnomer.

But it did at least serve notice that the movement is strictly temporal and open to all comers.

Another special convention is planned for later this year. Its job will be to reorganize the present loose-knit structure.

"If it is possible in this day and age, we are too democratic for our own good," the syndicate spokesman commented. "Democracy is a wonderful thing but too much of it can cause an organization to become ineffective."

This overdose of democracy in the syndicate movement has often amazed officials of the much more smoothly run international unions. It has sometimes paralyzed the syndicates when they were under attack by the internationals. Thus they frequently lost large chunks of membership to the invaders.

However it was the syndicates which last year won the only real battle when Metal Workers Federation raided — and won — the membership of the Sheet Metal Workers at the **Canadian British Aluminium** smelter at Baie Comeau.

The syndicates hope they can make themselves more efficient and will, at last, be able to negotiate affiliation with CLC on the basis of equality.

All this might make the casual observer think the Quebec trade union movement spends almost all its time fighting internal wars.

That, in fact, is a long way from the truth today. A few years ago the charge would have come much closer to sticking.

The main uniting drive has been the desire to bring Quebec wages up to par with the best in Canada. Ontario's wage scale was the most obvious target.

Taking the DBS figures for September here is where Quebec's industrial composite weekly wage stood in relation to other provinces:

	1960 ($)	1959 ($)
Newfoundland ...	69.36	63.45
P.E.I.	53.72	55.39
Nova Scotia	63.36	61.28
New Brunswick ..	62.53	61.10
Quebec	73.82	71.19
Ontario	79.54	77.50
Manitoba	72.81	71.24
Saskatchewan ...	73.42	71.50
Alberta	78.16	76.07
B.C.	83.66	80.54

The figures show the Quebec rate increased at a very slightly faster clip than Ontario's. However the Ontario level still stands as a tempting target for Quebec unionists.

An examination of employment in the province shows a happy balance between basic and secondary industry which would seem to insulate it from the worst affects of outside market influences. Pay scales are firmly entrenched and provide a good base for future growth.

One other development on the Quebec labor scene is worth notice at this time: the massive damages action brought by **Noranda Copper Mines** against the United Steelworkers of America. The case is being heard in Quebec City.

The company claims an unofficial strike in 1957 at the **Gaspe Copper Mines** (a Noranda subsidiary) was supported by the union. It is the company's case that the strike cost it a substantial amount of money. The claim is for more than $5 million.

The case promises to be a long one, both because of the large sum involved and because it could establish an important precedent for future labor-management relations.

French Without Tears

The National Theatre School of Canada is providing Canadians with their first opportunity to receive formal training in the theatre in their own tradition.

The school, which got under way in Montreal last fall, is co-lingual rather than bilingual.

The 17 English-speaking and 13 French-speaking students enrolled this year are receiving training in their own language and tradition. Some classes, such as dancing, fencing and voice production, will be combined.

The aim of the school is to bring students of both languages together so they may become familiar with both traditions. It is hoped this will develop a unique and Canadian approach to the theatre.

The idea of a Canadian theatre school was first conceived in 1952 when Michel Saint-Denis, a founder of the Old Vic school in London, came to Canada to adjudicate the Dominion Drama Festival. He has remained as artistic adviser and helped develop the concept and curriculum of the school.

Saint-Denis will spend only part of each year at the Canadian school. He is also Inspector-General of the theatre in France and cultural adviser to the Rockefeller Foundation for the proposed Juilliard Theatre School in the Lincoln Centre, New York.

Other directors include Jean Gascon, executive director, James Domville, administrative director and Powys Thomas, artistic director.

Board of governors includes Joseph Breen, president, **Canada Cement Co.**, Claude Beaubien, vice-president, **Aluminum Co. of Canada**, A. Davidson Dunton, president, Carleton University, and F. C. A. Jeanneret, Chancellor, University of Toronto. Chairman of the board is Tom Patterson, founder and director of Stratford Shakespearean Festival.

Grants of $50,000 from the Quebec government and $40,000 from the Canada Council are helping to underwrite this year's operations. Further public support is already indicated.

Whites Can Now Trap Beaver

The white man is getting another chance in Canada's oldest industry—the Beaver trade.

While no longer the life blood of New France, Canada's fur trade accounts for some $60 million annually and employs nearly 15,000 people.

With a bumper beaver crop expected in Quebec this season, (Nov. 1 to April 30) white men are being permitted to trap on 327,000 sq. mi. of provincial reserves, previously the exclusive domain of the Indian.

Armand Tremblay, director of the provincial government fur service, estimates there are 200,000 beavers on 12 reserves and an additional 100,000 in other areas where trapping is permitted. Season's limit on reserves has been set at 33,300.

Reserve land covers an arc stretching from northeastern Quebec above the Gulf of St. Lawrence northwest to the Ontario border.

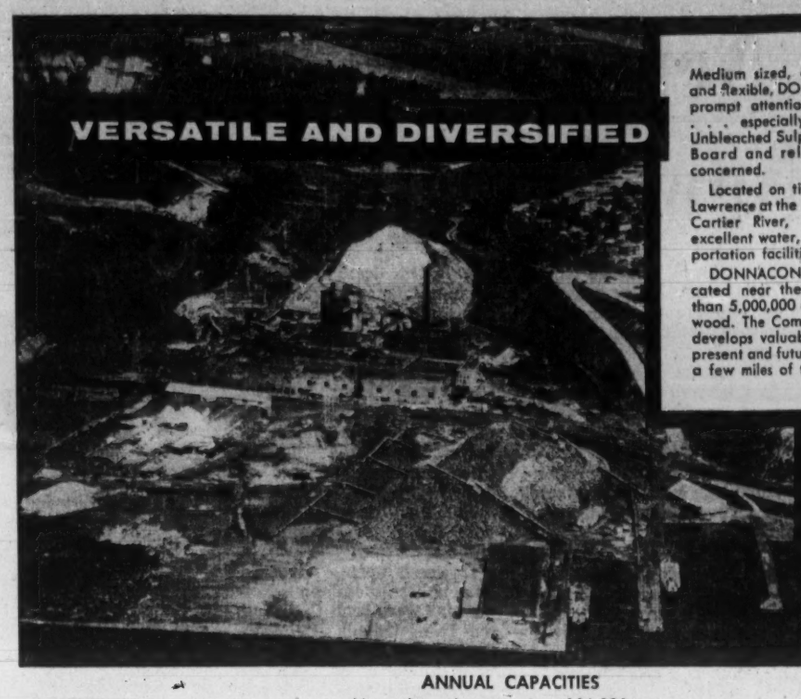
Trapping is also allowed around St. Donat, St. Michel des Saints, St. Maurice Valley, Mont Laurier, Abitibi, Gaspe and Matane.

Thirty years ago, when the province began its long range plans to return to its former glory as the land of the beaver, the buck-toothed rodent was nearly extinct.

Only a few scattered lodges could be located in the once lush stronghold of James Bay.

Strict control of trapping and co-operation of Indians, government agencies and **Hudson's Bay Co.** has reversed the situation.

Between 1938 and 1940, the beaver population was still so small, no trapping was allowed. But under proper conditions, they multiplied rapidly.



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Harness Racing Big $60 Million Business

Traditionally a rustic sport, harness racing is the backbone and chief attraction of provincial exhibitions and rural fairs in Quebec. More than 20 cities and towns hold meetings every summer.

Harness racing also is big business. The two Montreal tracks, Richelieu Park and Blue Bonnets, operated by subsidiaries of **Trans-Canada Corp. Fund,** had combined pari-mutuel handles of some $60 million in 1960, expect a 10% increase in betting this summer.

Horsemen receive about $1.5 million a year in purses and the provincial government gets about the same amount in pari-mutuel assessments.

Dominant newcomers on the Quebec racing scene are Adrien and Girard Miron, former owners of **Miron Freres,** a big construction products company, now controlled by a Belgian group.

Since disposing of their construction interests, the Mirons have established a huge racing stable at St. Augustin, a Two Mountains community near Lachute.

At the 22nd annual standardbred horse sale at Harrisburg, Pa., they paid the top price of $60,000 for King's Meadow, a two-minute miler consigned by Sol Camp, an outstanding breeder in Shafter, Cal.

And they paid the second highest price, $41,000, for Duke of Decatur, a major stakes winner consigned by Meadowland Farms of Washington, Pa.

The Mirons bid up to $35,000 for Darn Valley, a three-year-old trotter, but conceded to George Huss of Ringtown, Pa., who got the horse for $37,000.

Majority of owners in Quebec are men who train their own horses in either of the accepted gaits, the trot or the pace, and handle the reins themselves in races.

Typical is Ernest Kennedy, a retired employee of **Canadian Industries Ltd.'s** ammunition plant at Brownsburg. Now 69, Kennedy has been interested in harness horses as far back as he can remember.

"I used to race at the odd fair," he recalled. "Then one day I decided to go to Blue Bonnets with my Senator Bars. The Senator took first place in a dash and after that . . . well, I just couldn't get racing out of my system."

Now he has a string of eight horses, some of them colts too young to race last season. Racing three of his horses at Connaught Park, near Ottawa, last summer he rolled up seven wins, 11 second place finishes and five thirds.

A man like Kennedy winters his horses at home. Some other owners use winter training centres at Quebec City, Trois Rivieres and Sorel.

"Sorel has especially fine quarters and a sandy track that dries out quickly in the spring, permitting an early start," said Laurent Bourgon, whose barns produced Mr. Baldridge, the Canadian champion three - year - old trotter of 1957.

Quality stock from the big stables winter like aristocrats in the sunny climate of Florida. A lot of Quebec horses go at season's end to the Spring Garden Ranch near Deland, Fla., where they are rested for a month before undergoing training.

The sport has come a long way since a horse named Yankee trotted in 1806 to the first accepted record — a mile in 2:59 at Harlem, N.Y. Now the two-minute mile has been broken.

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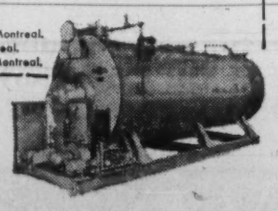

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Shawinigan's Industrial Development Department will be pleased to assist in the establishment of new industries in its area. For detailed information about any of the advantages listed above, as well as on methods of financing, plant location, municipal by-laws, taxes, water and other services, write:

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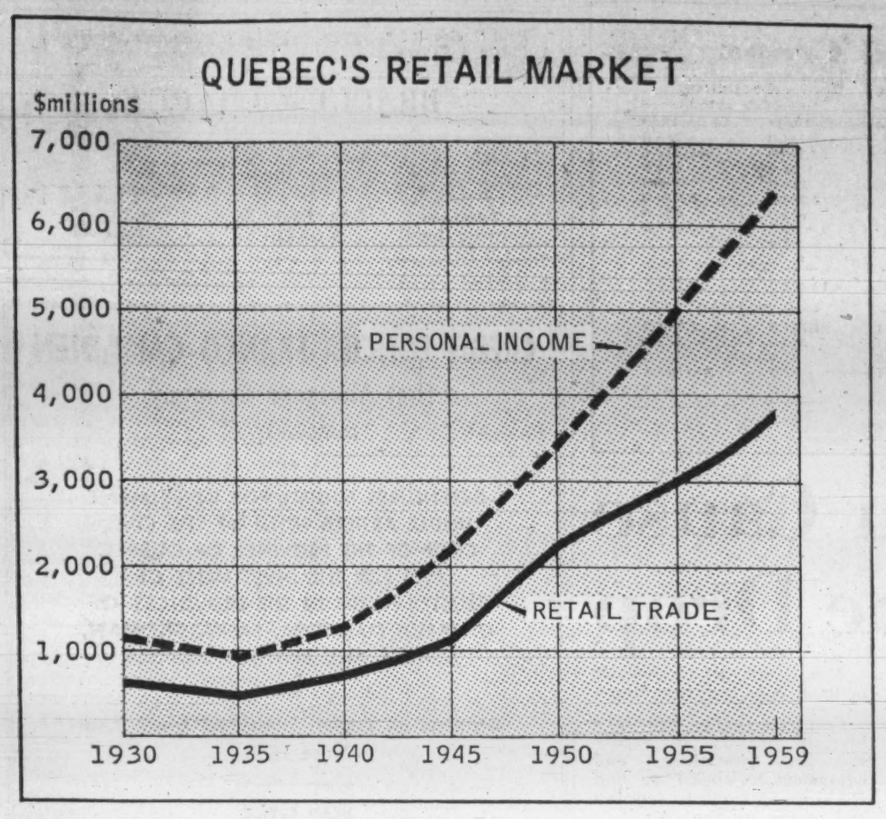

GROCERY STORES LEAD

'60 Retail Sales Holding '59 Gains

When final 1960 figures are totaled, Quebec retail sales should hold their own with 1959's record $3,800 million.

There was a 1% increase in the first 10 months of the year.

Department stores, grocery chains, general, variety and clothing stores, generally showed the biggest gains.

These offset somewhat lower sales of motor vehicle dealers, garages, filling stations, hardware, lumber and building material merchants as well as furniture and appliance dealers, restaurants and jewelry stores.

The province's retail sales have moved steadily upward for at least 20 years. In 1940, they totaled $682 million. By 1950, the total had jumped to $2,183 million and by 1955 to $2,965 million. Since then, Quebec's department of trade and commerce recorded retail sales of $3,269 million in 1956, $3,429 million in 1957, $3,596 million in 1958 and $3,793 million in 1959.

Largest portion of business goes to grocery stores which in 1959 accounted for $909 million. Other food and beverage sales increased that by $324 million.

Chain stores account for 33% of food and beverage sales and 85% of variety store business.

Largest of the grocery chains is **Steinberg's Ltd.**

Started in 1917 with a capital of $400 in stock and equipment, total assets of the company at July 30, 1960, were $68,555,990. Its 126 stores (83 in Quebec) are ringing up sales of approximately $250 million a year.

Biggest news on the retail scene last year was the purchase by **Hudson's Bay Co.** of **Henry Morgan & Co.,** Canada's oldest department store established in 1845.

Morgan's famous St. Catherine St. store has been serving Montrealers since 1891. Prior to that time, business premises were on downtown's Notre Dame St.

Prior to the merger the Bay employed 600 persons in the province at more than 40 locations.

Its fur trade and northern stores account for about 25% of annual profit ($13.9 million before taxes in 1959).

Still unsettled on the retail scene in the Montreal area are night shopping hours.

In general, the big chains and department stores are in favor of longer night shopping hours. But the small independent merchant, who must man his own cash register, is not quite as sure that it is worth the effort.

Recently, Montreal Metropolitan Corporation, which administers 32 municipalities in greater Montreal, adopted a bylaw allowing stores to remain open until 9.30 p.m. on Thursday and Friday. Closing hour on other days is 6 p.m.

But the City of Montreal's recently passed legislation calls for 7 p.m. closing on Monday, Tuesday and Wednesday and 10 p.m. Thursday, Friday and Saturday.

If the province ratifies the Metropolitan bylaw, an enforcement problem could come to light.

Administering the bylaw would be up to each municipality. As nine have expressed their disapproval, making the law stick might be difficult.

Sweeping Education Reforms

Sweeping through the province's administration, the Lesage broom is taking some hard swipes at education.

A royal commission to enquire into the subject is to be created shortly.

Already a special committee for study of technical and vocational education has been formed. Heading the committee, which will submit its report to the government not later than June 30, is Arthur Tremblay, joint director of the school of Pedagogy, Laval University.

Youth minister Paul Gerin-Lajoie, whose department includes education, announced the committee may become a sub-commission of the larger royal commission.

Terms of reference require the committee to study:

- **Structure of technical and professional education,** teaching methods and study programs.
- **Recruiting, training and working** conditions of teachers.
- **Selection and orientation of pupils, finding of jobs** for graduates and their integration into the labor field.
- **Degree of co-operation between technical and professional** schools with other schools of the province.

To finance the additional services, the new administration's supplementary budget tabled late last year provided total expenditures for education amounting to $34,346,165.

This included $13.4 million for grants to schools, special grants for classical colleges totaled $4 million and $8.5 million earmarked under the title "An Act Respecting Financial Assistance to Universities."

Quebec universities, like those in other parts of Canada, are already bulging at the seams.

Proposed capital expenditures in the next six years include $1.7 million at College Jean-de-Brebeuf, $4.5 million at Loyola, $25.4 million at McGill, $37.6 million at University of Montreal, $60.7 million at Laval University and $16.3 million at University of Sherbrooke.

Loyola College, founded in 1899, is seeking to raise its status to that of a University. The bill is now before the legislature.

Loyola, a Jesuit institution, was expanded to include a faculty of Science in 1943. In 1947, a faculty of commerce was added. By 1957, extension studies were added and honor courses in arts and science.

Loyola's enrollment has quadrupled in the last five years and is expected to double again in the next 10.

Two other universities are also proposed by private bills.

One would amalgamate the Jesuit colleges of Ste. Marie and Jean de Brebeuf into the university of Ste. Marie. Another is proposed for Trois Rivieres, 80 mi. north of Montreal.

Chicoutimi, 110 mi. northeast of Quebec city, is expected to petition for a university to serve the industrial Lake St. John area.

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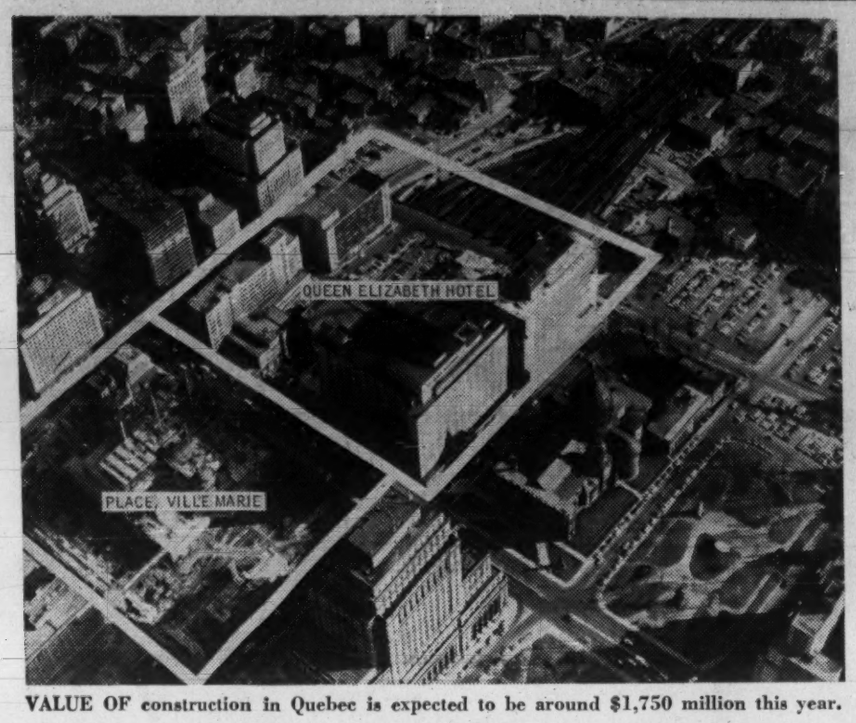

VALUE OF construction in Quebec is expected to be around $1,750 million this year.

Another Big Year For Construction

By VINCE LUNNY

Value of construction in Quebec is expected to be around $1,750 million this year, about 25% of the Canadian total of $7,000 million, and about the same as in 1960.

Provincial projects were delayed following the change in government but the Canadian Construction Association expects "a comprehensive program will be initiated" in Quebec this year.

Large-scale hydro-electric power developments will continue to play a significant role in the province's construction program. In the next five years expenditures on power plant construction in Quebec will top $1,000 million with Quebec Hydro-Electric Commission spending $724 million, most of it on the Manicouagan and Outardes rivers.

Road building and public works won't slacken. Record expenditures of $800 million on highways are expected in the next five years, the big boost coming from the Trans-Canada Highway agreement with Ottawa.

Another agreement with Ottawa, the one covering the hospital insurance plan, will spark a new boom in hospital construction, already soaring beyond the $120 million mark.

Although 11 hospitals are under construction or are in late planning stages, there is a shortage of beds. Quebec has 270 hospitals with 52,000 beds and some authorities estimate there will be demand within a few years for at least another 10,000 beds.

Until the construction industry has a record year such as in 1958, it will work below capacity. But it will give employment in Quebec to a work force of more than 140,000.

"One thing is sure," said Jack M. Soules, president of the Canadian Construction Association, "purchasers of construction can obtain excellent value for their construction dollar.

"While volume of construction has leveled off, the industry's capacity has continued to increase by leaps and bounds. Shortages are a thing of the past and firms right down the line — general and trade contractors, manufacturers and suppliers — all are competing in large numbers for the construction work offerings.

"The scramble for contracts to employ surplus capacity has led to an extreme case of 'profitless prosperity' for many companies. In similar fashion, the country's capital investment program has leveled off whereas the labor force has continued to rise, thereby creating another surplus capacity situation."

Institutional building will play a major role in the 1961 construction picture in Quebec. Besides hospital accommodation, schools, universities and other public buildings are needed to meet the demands of an expanding population.

Laval University, Quebec City, plans to spend $60.7 million on capital projects in the next five years.

Included in the program are new science buildings, a normal school, a physical training centre, an institute of domestic sciences, a university hospital, a nursing school, a library and student residences.

University of Montreal plans to spend $37.5 million to fiscal 1965-66, McGill $25.4 million and University of Sherbrooke $16.3 million.

Loyola College has a $4.5 million program, including a new science building under construction. Loyola has applied for university status and, if granted, the institution is almost certain to revise its spending program sharply upward.

Reports from the Eastern Townships and the Saguenay-Lake St. John areas indicate increased building there if several large projects go ahead.

Predictions, of course, are risky since decisions concerning proposed undertakings are often dependent upon outside factors such as government aid.

Roughly 35% of annual volume of construction represents expenditures at government level.

In some years 15% of value of construction was due to housebuilding under the National Housing Act.

Residential construction is unlikely to show any upturn this year despite federal government efforts to stimulate demand for new housing. As long as a buyer's market exists, speculative builders will be wary.

Housing starts in Quebec

(Continued on page Q-18)

Principal Quebec Field Crops

CROP	AREA '000 acres		YIELD PER ACRE Bushels		PRODUCTION '000 Bushels	
	1960	1959	1960	1959	1960*	1959
Spring Wheat	10.1	12.3	25.1	25.7	254.0	316.0
Oats	1,335.0	1,303.0	43.7	35.7	58,340.0	46,517.0
Barley	18.8	20.7	37.6	31.6	707.0	654.0
Rye	9.1	7.5	23.5	22.0	214.0	165.0
Mixed Grains	145.0	168.0	42.8	35.8	6,206.0	6,014.0
Buckwheat	25.6	28.8	25.0	24.0	640.0	691.0
Peas, dry	2.9	3.6	18.9	14.5	55.0	52.0
Beans, dry	1.2	1.3	18.0	16.5	22.0	21.0
			Cwt.		'000 Cwt.	
Potatoes	80.8	82.5	129.0	99.0	10,423.0	8,168.0
			Tons		'000 Tons	
Tame Hay	3,547.0	3,508.0	1.61	1.71	5,711.0	5,999.0
Fodder Corn	55.2	55.2	10.0	10.41	552.0	575.0
Field Roots	5.4	6.9	7.65	7.25	41.0	50.0
Sugar Beets	5.3	4.5	14.53	15.01	77.0	67.6

*Estimate at Oct. 15/60.

Source: Quebec Department of Trade and Commerce.

Hog Production Cause Of Farm Income Drop

Quebec's big, important farm industry has just concluded a "satisfactory" but by no means spectacular year.

Despite a wet spring and dry summer which hampered crop development, value of 1960 agricultural production is estimated at $635 million, off fractionally from the previous year.

The decline is reflected in farm cash income which for the first nine months was $307.4 million, 0.8% lower than in corresponding 1959.

The drop is attributed largely to a falling off in hog production. Relatively low pork prices prevailing in the past several years, agricultural officials say, have induced a considerable number of farmers to cut back swine herds.

Quebec's agricultural output is concentrated in three main areas: dairy products, which account for 40% of net farm cash income, field crops and farm animals.

The three main crops are hay, which occupies some 70% of total cultivated land, oats and potatoes.

In the past decade, dairy production has been expanding swiftly. Quebec now produces more milk and butter than any other Canadian province.

Fluid milk sales (including cream in terms of milk equivalent) in the first nine months of 1960 were 1,288 million lb., 2% higher than in corresponding 1959.

Since 1950, cattle population on Quebec farms has risen by 300,000 to top the two million mark. In the same period, number of milk cows has soared from 900,000 to 1.1 million.

Also on the upswing is poultry production which now accounts for 12% of net farm cash income.

Another facet of the agricultural industry which is becoming steadily more important is the fruit and vegetable crop.

In the last 30 years, market garden acreage has increased 700% with some 60,000 acres currently under cultivation.

Apples comprise the most valuable part of Quebec's fruit crop. Cold wet weather in the spring which hindered pollination, coupled with mid-summer drought in many areas, reduced last year's apple yield.

Berry crops, on the other hand, are reported to have done well.

The province's fruit and vegetable crops are now worth some $20 million annually.

In common with the rest of North America, the Quebec farm population has been declining in recent years. There are about 120,000 farmers in the province.

Average size of a Quebec farm is about 130 acres and 95% of Quebec farmers own the land they work, compared with a national average of 77%.

As in the rest of Canada, trend is towards larger farms and greater mechanization.

The province already boasts two "corporate" farming ventures. Both feature the latest developments in farm mechanization, automation and utilization of scientific farming methods. Their acreage under cultivation is being steadily expanded.

The companies are **Hardee Farms Ltd.**, subsidiary of Canadian-owned **Hardee Farms International Ltd.**, and **Societe de Culture des Terres Noires Ltee,** a subsidiary of French - backed **Soca Ltee.**

Societe holds 3,020 arpents (an arpent is a French-Canadian land measure slightly smaller than an acre) of black-soil farmland near Sherrington and 3,000 arpents of grazing land near St. Elizabeth.

At Sherrington, Society so far has put 850 acres under the plow. Crops include carrots, lettuce, potatoes and onions. A 7,500-ton cold storage and processing plant on the property handles the crops.

Additional sections of the land are being put under cultivation as they are reclaimed, drained and conditioned.

At St. Elizabeth, 1,400 arpents of grazing land have been reseeded. Stable facilities for 1,200 head of cattle have been built. Facilities include a wide variety of automatic equipment designed to reduce to a minimum manpower required for care and feeding of the cattle.

Hardee, which has been operating in Quebec since 1956, has developed a very substantial vegetable production, processing and packaging operation in the Sherrington area where it owns 1,700 acres of black soil land.

Last year company expanded land under cultivation and added to its already extensive packaging, processing and storage plant.

In addition to its Quebec operations, Hardee has "farm factories" in Ontario and the U.S.

Both Soca and Hardee are cashing in on the rapidly growing consumer demand for convenience or "pot-ready" foods.

The average housewife today, for example, expects to get her potatoes scrubbed and washed, perhaps prepeeled, and done up in a neat plastic bag.

As their operations are large, corporate farms can afford the expensive automatic equipment which can inexpensively wash, polish and pack vegetables in this way.

Application of industrial methods does not stop there.

Corporate farms also have invested heavily in highly specialized machinery and equipment to speed up and cut costs of sowing, tending and harvesting the crops.

Further, corporate farms, because of the scope and size of their operations, are able to make excellent use of scientific advances and research to increase yields and improve quality of their crops.

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Textiles: Gains Few

By ERIC RICHTER

Quebec's big, important textile industry is struggling hard to "hang on."

For most of the province's 370-odd mills and establishments, 1960 results were disappointing, even when measured against the "lean" years the textile industry has had in the past decade.

A few mills, of course, have managed to buck the general downtrend.

A modest upswing in textile demand which made itself felt in many branches of the industry early in 1960 petered out by mid-year.

As a result, estimated value of Quebec textile shipments for full 1960 at $460 million were off fractionally from $461 million in 1959.

Employment, estimated at 41,360 at the year-end, was lower than at the end of 1959 when 42,500 were working in the province's mills.

With volume of imports continuing to flow into Canada at an ever quickening pace, prospects for 1961 are not too encouraging.

From every indication, mills will have to fight hard for every item they hope to sell.

What makes the battle particularly grim is that, while Canadian demand for textiles has grown significantly in recent years, domestic producers' share of this market is declining steadily.

In 1960, for example, Canadian mills held an estimated 48% of the domestic fabric market. This compares with 49% a year earlier and 65% in 1951.

There are, however, a few bright spots in the otherwise gloomy outlook.

Recent move of the Canadian dollar toward parity with the U.S. dollar is helping make Canadian textile producers more competitive with imports.

"You might say the decline in the premium on the Canadian dollar is as good as a 3% hike in tariff as far as we are concerned," one textile man explains.

Primary Textile Industry

Industry	1960 Number of Establishments	Number of Employees	Estimated value of shipments $'000
Cotton Yarn and cloth			
Canada	43	17,400	212,000
Quebec	20	11,300	145,000
% Quebec	..	65%	68%
Man-made Fibre Textiles			
Canada	48	15,200	205,000
Quebec	33	9,700	105,000
% Quebec	..	64%	51%
*Wool Textiles			
Canada	142	11,800	133,000
Quebec	47	4,400	53,000
% Quebec	..	37%	40%
Hosiery and Knit Goods			
Canada	321	20,100	178,000
Quebec	178	10,500	91,000
% Quebec	..	52%	51%
**Other Primary Textiles			
Canada	163	9,100	110,000
Quebec	91	5,460	66,000
% Quebec	..	60%	60%
Total All Canada	717	73,600	838,000
Total Quebec	369	41,360	460,000
% Quebec	..	56%	55%

*Wool cloth, wool yarn, miscellaneous wool goods and carpets.
**Cotton tread, misc. cotton goods, dyeing and finishing of textiles, narrow and coated fabrics and the cordage industry.
Source: Primary Textiles Institute.

There are also indications the Canadian government may be preparing to adopt a tougher attitude toward a variety of imports which flood into this country in large volume.

Recent redefinition of "class and kind not made in Canada" for customs duty purposes doesn't help the textile industry much. It is already making just about every variety of textile product that can be economically produced.

But, say textile men, any government action aimed at preserving more of the Canadian market for domestic manufacturers is a good omen indeed.

The industry now hopes the government will adopt a tougher line on textile "dumping" and that it will take a stronger stand when negotiating textile tariffs at GATT.

Production of a new "miracle" synthetic fibre is among the recent developments on the Quebec textile front.

Early last year **Canadian Celanese Ltd.** began semi-commercial production of "Propylon" at its Drummondville plant.

Initial capacity of one million lb. per year is being doubled due to excellent acceptance attained by the new fibre.

Classed as a polyolefin fibre, Propylon is spun from isotactic polypropylene resin by a Canadian Celanese developed and patented process.

The fibre is lighter than most other synthetics. It possesses good strength, resistance to abrasion and is not affected by water or most common chemicals.

End uses include rope, cordage, fishnetting, wearing apparel, household and upholstery fabrics, blankets and carpeting.

Last year, Canadian Celanese also established an integrated upholstery and drapery operation through acquisition of **Aux Tissages Français Inc.**, Montreal and **Lucien Forestier Ltd.**, Plessisville.

ATF, a drapery and upholstery fabric producer, employs about 50.

During the past few years, many Canadian textile makers have been working hard to bolster exports.

With a few exceptions — some synthetic fibres and specialty items such as paper makers' felt—Canadian textile exports in most lines are minute.

Through hard work and persistence, a number of mills have proved limited scale exporting is possible.

Giant **Dominion Textile Co.**, the nation's largest cotton maker, earlier this year sold Cuba some 300,000 lb. of cotton yarn worth $250,000.

Company is endeavouring to put this new-found Cuban business on a continuing basis. It is, however, still too early to tell whether repeat orders can be obtained.

A number of other Quebec-based primary textile firms have also received inquiries from Cuba but have so far not concluded any deals.

Canadian Celanese, which has been exporting to Cuba for a number of years, reports the new Castro regime appears to be interested in obtaining some acetate supplies in this country.

To capitalize on export opportunities, Canada's primary textile makers formed an export committee a little over a year ago.

Purpose is to promptly inform members about any export possibilities which may crop up in foreign countries, and to advise on tariff and shipping questions.

One Quebec wool cloth mill has even managed to sell a small amount of fabric in Hong Kong — generally regarded as one of the world's toughest and lowest cost textile markets.

This sale, obviously, wasn't made on the basis of price, but rather novelty appeal.

Montreal garment makers are also hitting the export trail.

Since the U.K. lifted remaining war and post-war import restrictions in late 1959, a group of energetic clothing manufacturers has been making a vigorous assault on the U.K. market.

Under guidance of the **Montreal Dress & Sportswear Manufacturers' Guild,** the Montreal clothing makers have staged three shows in London, Eng. which have produced over $1 million in business.

'Something Different' Attracts Tourists

The province of Quebec is one of the biggest tourist attractions this side of the Atlantic Ocean.

In spring, summer, fall and winter, Quebec provides "bienvenue" for sportsmen, bon vivants, sightseers and amateur historians.

Not the least of its natural attractions is its inherent French culture.

Especially for U.S. visitors the "something different" atmosphere of Quebec is one of its greatest assets.

Last year a slightly smaller number of U.S. tourists visited the province than the year before but the number of Canadians from other provinces increased substantially.

For the year, there was an over-all increase.

Concern over U.S. resentment of unfavorable dollar exchange prompted the province to step up its campaign to lure more visitors from the Maritimes and Ontario.

Success of the campaign was clearly documented by an increase of 150,653 cars entering the province from New Brunswick and Ontario last August alone. This would indicate increased revenue of $13.5 million.

The Chateau Frontenac in Quebec City which has been luring residents from south of the border with an extensive advertising campaign of its own, however, registered 63% of its 228,000 guests from U. S.

Included were 42% from eastern states, 14% from the midwest, 5% from west of the Mississippi and 2% from the southern states.

Another 2% came from western Canada, 5% from the Maritimes and 12% from Ontario.

The new Liberal government under Premier Lesage is placing new emphasis on the tourist industry.

A special tourist bureau is being created to co-ordinate public and private planning and activities.

Previously, tourism was under jurisdiction of the publicity bureau which handled not only tourist promotion but also advertising for other government departments.

The new bureau plans to:

- **Place greater emphasis on publicity** and promotion in other provinces.
- **Create more** camping grounds.
- **Spend $750,000 this year on newspaper, magazine and television advertising.** Last year's advertising budget was $368,000.

The importance of interprovincial tourist trade was explained by Provincial secretary, Lionel Bertrand at a recent tourist conference.

He said every Canadian touring in Canada instead of crossing the U.S.-Canada border has a big impact on trade. The difference, he thinks, lies in shopping habits.

A survey showed that 10% of Canadians who cross the border do so mainly to shop while less than 1% of U.S. citizens come to Canada for shopping.

The trend toward do-it-yourself camping vacations, while bringing more travellers, sometimes produces less dollars.

Nevertheless, Quebec will encourage the camping boom.

Parc Tremblant, 90 miles north of Montreal, has proved extremely successful since it opened two years ago. More than 41,000 people visited the park last year.

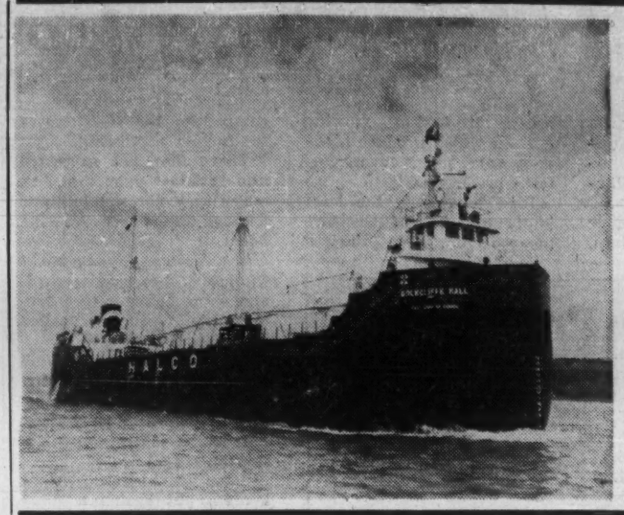
For the hotels, increasing numbers of conventions help maintain business on a year round basis.

Nearly all Montreal hotels reported increased occupancy during 1960.

The city will soon rank as one of North America's outstanding convention cities, according to Garner Havers, president of Montreal Hotel Association.

Conventions are also be-

(Continued on page Q-11)



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$5 Million Up in Smoke

If you want to blame anyone for the Canadian smoking habit, pin the rap on the Indians.

When the early French settlers first set foot in Canada, they discovered the Indians well versed in the art of smoking. Crudely cultivated tobacco patches were growing along the banks of the St. Lawrence River.

The French soon acquired the smoking habit and began growing their own tobacco crops. First frowned upon by the government of the day, this practice was encouraged from 1735 on.

From these lowly beginnings, a multi-million dollar tobacco growing industry has blossomed in Quebec.

In 1960, production was 10.5 million lb., worth about $5 million.

Three principal types of tobacco are grown: flue-cured (used in the manufacture of cigarettes), cigar and pipe grades.

Cigar tobacco is the most significant as Quebec supplies all of the domestic tobacco used in the manufacture of Canadian cigars.

This is a market Quebec growers are likely to retain.

Tobacco Production

Year	Total Canadian	Quebec Flue-Cured	Quebec Cigar	Quebec Pipe	Total Quebec
	000,000 lb.				
1960*	214.0	6.0	6.3	1.0	13.3
1959	170.3	5.7	5.2	0.8	11.7
1958	197.3	4.9	3.1	0.5	8.6
1948	126.6	4.3	7.8	1.0	13.1
1938	101.4	1.5	6.2	2.8	10.5
1928	42.0	not available			

* Estimate

Cigar tobacco grown experimentally in Ontario, Canada's other big tobacco province, could not match Quebec quality.

In the flue-cured field, however, light, sandy soil and longer frost-free growing periods which produce higher per acre yields favors Ontario producers.

Pipe tobacco is the least important part of Quebec's tobacco crop. Five principal varieties are grown and they form the basis of a thriving mail order business conducted by dozens of small local firms.

Virtually all Quebec cigar tobacco is grown and marketed through two co-operatives: **Societe Cooperative de Tabac du District de Joliette** and **La Societe Cooperative Agricole de la Vallée Yamaska.**

Early each year, managers of the co-ops meet representatives of cigar manufacturing firms to discuss the latter's tobacco requirements. Acreage required is then calculated and allotments made to co-operative members.

Growing is largely under the supervision of the two co-ops which assist their members with scientific and technical information and other help.

In the late summer harvest, the entire tobacco plant is cut off at the stalk. Stalks are speared on a spiked stick and the sticks are hung in a curing barn.

Curing takes four to five months. Once it is complete, the tobacco farmer and his family begin to strip the crop. This consists of selectively lifting tobacco leaves from the stalk and sorting them into "ground," "middle" and "top" grades according to the part of the stalk from which they were removed.

Bottom leaves or "grounds" are the mildest; the tobacco gets progressively stronger toward the top of the plant. A good cigar is made of a mixture of all three grades.

After sorting and baling on the farm, the leaves are shipped to the co-operative for further processing.

There they are subsorted into grades depending on maturity, color, quality and damage due to pests or wind and hail.

The co-operative repacks the leaves into wooden cases and subjects them to a fermentation process called "sweating."

Chemical changes during this process mellow smoking qualities of the leaf and improve its burning properties. Further, moisture content is substantially lowered.

Some years ago most cigar leaf was put through a "forced" sweat process in which tobacco-filled boxes were placed in a heated room for a number of weeks.

Today the "natural" sweat process is preferred. In this case, the leaf-filled boxes are placed in a warehouse and sweating does not begin until spring raises the temperature inside the warehouse.

The natural sweat continues throughout the summer with the result that cigar tobacco so treated only reaches the manufacturer a full year or more after it was harvested.

Outlook for the cigar tobacco industry in Quebec is bright.

Canadian cigar consumption has been rising rapidly in recent years.

In 1956 this country consumed 255.6 million cigars. Estimate for 1960 is 330 million units, despite higher federal cigar taxes imposed in 1959.

Growth in Canada's population accounts for only part of the increase. Immigration from Europe — where many people are heavy cigar smokers — and the recent cancer "scares" which caused many people to switch from cigarettes to cigars are among other reasons for higher demand.

According to best estimates, 75% of all cigars produced in Canada are made primarily from domestic tobacco, virtually all of which is produced in Quebec.

While Canada produces both filler and binder grades of cigar tobacco, no wrapper — the outer covering of a cigar — is grown here.

Flue-cured tobacco is relatively new to the Quebec farm scene. First started on an experimental basis in the early 1930s, it did not reach commercial proportions until a few years before the war.

Main growing area is in the Joliette district, though a few farms are in production south of the St. Lawrence.

There are about 130 flue-cured growers in the province and growing of this tobacco may be undertaken without any restriction on acreage.

The growing season gets under way in early spring when tobacco plants, grown from seed, are transplanted from hot boxes to the field.

At flue-cured harvest time in mid-August, two or three leaves are selectively picked as they mature, off the bottom of each plant. Growers call this process "priming."

Three leaves comprise a "hand". These, in turn, are tied to sticks and hung in the curing barn. The curing, under heat, takes five to seven days and turns the green tobacco leaves yellow-gold.

U. S. experts used to be engaged to supervise the delicate curing process. As most farmers now use thermostatically controlled oil or gas heating, this practice is dying out.

After curing, the sticks are moved from the kiln. Leaves are stripped from the stick and graded according to size, color, and quality.

They are shipped to Ontario for further processing.

Because of the limited size of the Quebec flue-cured crop (six million lb. in 1960 against Ontario's 200 million lb.) it isn't economic to establish elaborate processing facilities in this province.

ANDRE LACOMBE shows a $50,000 tobacco crop to Rosaire Roch, manager of the Imperial Tobacco Company plant at Joliette.

Rough Passage Ahead

A bleak winter and an even harder summer loom for Quebec's once booming shipbuilding industry.

- **Estimated at 3,500 at the start of this year,** employment is virtually at a post-war low.
- **After completing vessels for delivery this spring and summer, the four major St. Lawrence River yards** will have only three RCN destroyer escorts and a fleet oiler-supply vessel left to work on. And, say builders, there's precious little work for them in a destroyer escort once the hull has been completed.
- **Export business is non-existent** due to the world-wide glut in the shipping market.
- **Expansion of K. C. Irving's Saint John, N.B., shipbuilding facility** will mean more competition for whatever scanty new business may be available for Quebec's builders to bid on.

In general, Quebec shipbuilders are pinning their hopes on federal government promises to assist the nation's shipbuilding industry.

According to some reports, the government is considering increasing to 160% depreciation allowances permitted owners of new Canadian built ships. The present rate is 100% in three years.

Due to atomic and missile dictated changes in the art of naval warfare, it is considered likely the destroyer escorts now on Canadian builders' ways may well be the last to be built.

Pressing need of the RCN in its role of anti-submarine specialist is for submarines, preferably atomic. While subs could be built in Canadian yards, they represent relatively little work, com-

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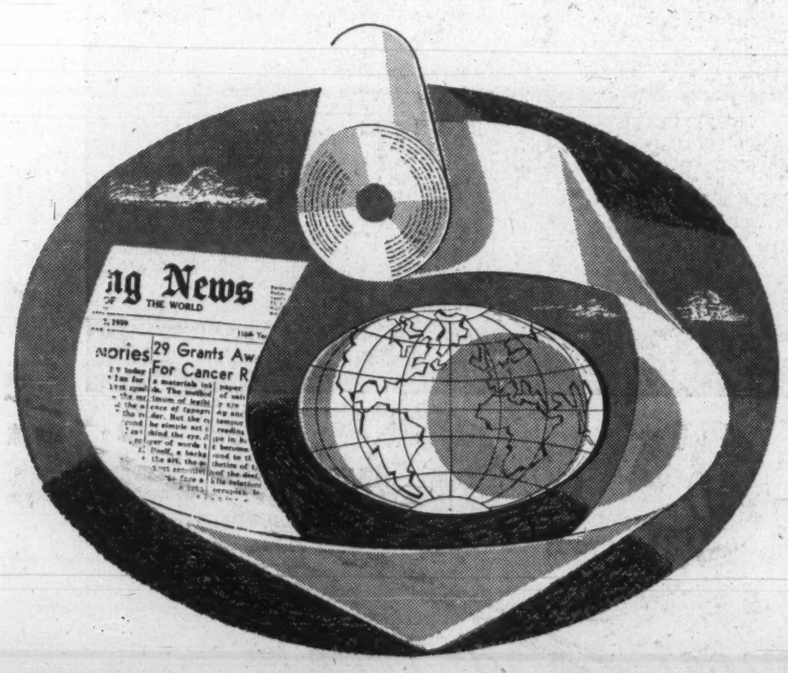

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Anglo newsprint, pulps and board, and Dryden kraft papers and boards reach users everywhere in the world from convenient shipping points on tidewater in Quebec City, and at Dryden, Ontario.

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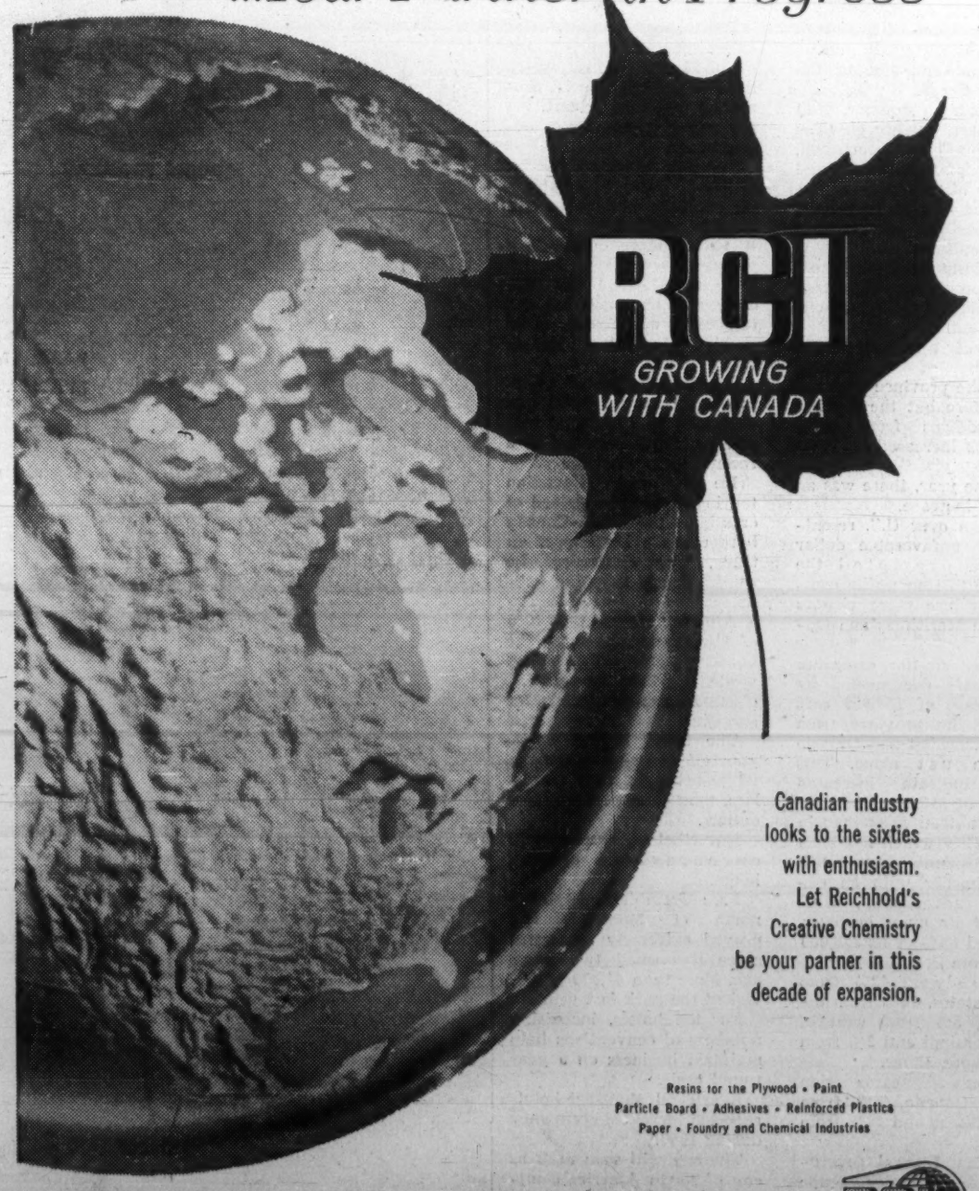

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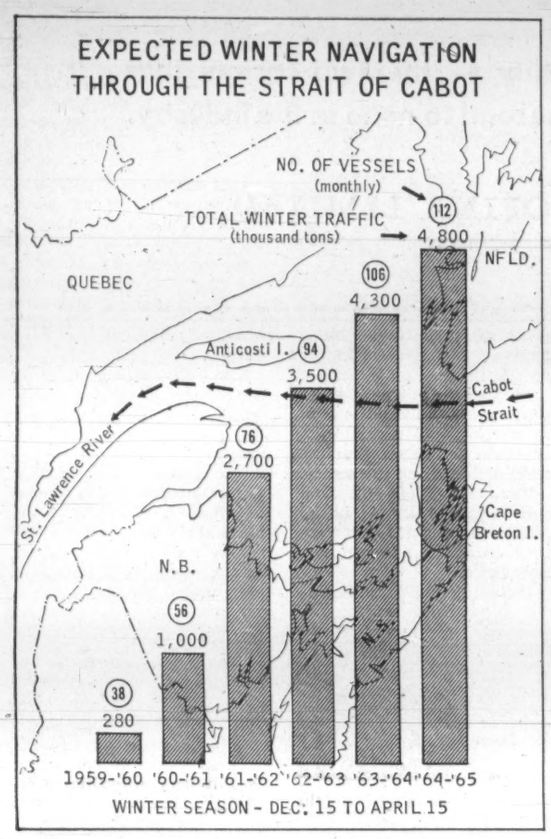
Problem Always Ice Only More of It

One of North America's great ports, Montreal, is looking forward to the day when science and technology conquer winter ice, permitting operations on a year-round basis.

Yet only a little over a century ago, this same port was struggling hard to carve out a toe-hold in the pattern of world ocean commerce.

Eric Reford, president of Robert Reford Co., tells of early efforts to establish steamship services at the port.



By ERIC REFORD

Commencing in the 1850s with the **Grand Trunk,** the railways pushed westward from Montreal climaxing in the construction of the **CPR** between 1880 and 1885 through to the Pacific coast.

This increased the demands for larger vessels and increased reliability of cargo delivery resulting in the early development of Montreal's steamship services.

At the time the world's attention was focused on the U. S. British and foreign shipowners were concentrating their efforts in that direction, with the result that Montreal businessmen became responsible to a remarkable degree for the promotion of the necessary steamship services.

Fortunately, in a day when the efficiency and the practicality of steamships were still a matter of some debate, they had evidence before them of what could be done.

The Molsons had been operating a service between Montreal and Quebec since 1809 and the "Royal William", which was to be the first steamship to cross the North Atlantic, had come to Montreal in 1831 to have her engines fitted by **Bennett & Henderson** at St. Mary's Foundry.

This same year, 1831, had seen the arrival from Scotland of Hugh Allan who, as a young man, had come out to look after the business established by his father, Capt. Alexander Allan.

Capt. Allan was trading in his own sailing ship and bringing out the goods required by the Scottish farmers settled in the flatlands of the St. Lawrence and Richelieu Valleys, taking their wheat back to Glasgow to sell on consignment.

In 1856, what had become the **Allan Line** commenced operating steamships in a mail contract service. They were persuaded to do so through the initiative of Hugh Allan as their Canadian representative.

Having apparently failed to secure the support of his own people in Scotland, Hugh Allan interested William Dow, the brewer, and other merchants of Montreal, Quebec and Kingston in establishing the **Montreal Ocean Steamship Co.** in 1852. It placed orders for the construction of two vessels, the "Canadian" and "Indian", of 1,700 tons gross with engines of 350 hp.

They are said to have been "handsome" ships 270 ft. long and 34 ft. beam, designed to carry large cargoes. Eighty first-class passengers were accommodated in staterooms surrounding underdeck midship saloons, and provision was made for immigrant passengers in the steerage.

While these ships, built by William Denny of Dumbarton, were of somewhat greater length and larger tonnage, they were of exactly the same beam as the "Britannia" and her three sister ships with which Samuel Cunard of Halifax had established his service in 1840.

The most noteworthy advance during the twelve intervening years was probably in speed since the "Canadian" and "Indian" are reported to have had a maximum speed of about 11 knots, whereas the "Britannia" and her sister ships averaged about 8½ knots.

The Montreal Ocean Steamship Co. never actually operated these vessels. Due to the Crimean War demands on tonnage, they were handed over at launching to the Allans and that resulted in the Allans becoming convinced of the advantage of steamships, and concentrated on such from 1856 onward.

Ten years later, in 1866, William Ross of the Quebec family, and previously a merchant in Toronto, formed plans in association with Robert Reford, who that year established his general agency firm in Montreal, for the establishment of the **Ross Line** which was the first regular steamship service between London and Montreal.

This enterprise was founded on the purchase of the **Temperley Line** of sailing ships and the Ross Line, with capital largely provided by Ross and Reford, engaged immediately in the building of steamers which were manager by William Ross who had his office in London. The general agency, including the booking of cargo and attendance to vessels, was, of course, handled by Robert Reford in Montreal.

Some years later Robert Reford also persuaded the Donaldsons of Glasgow, who had been sending occasional vessels to the St. Lawrence, to establish a regular service.

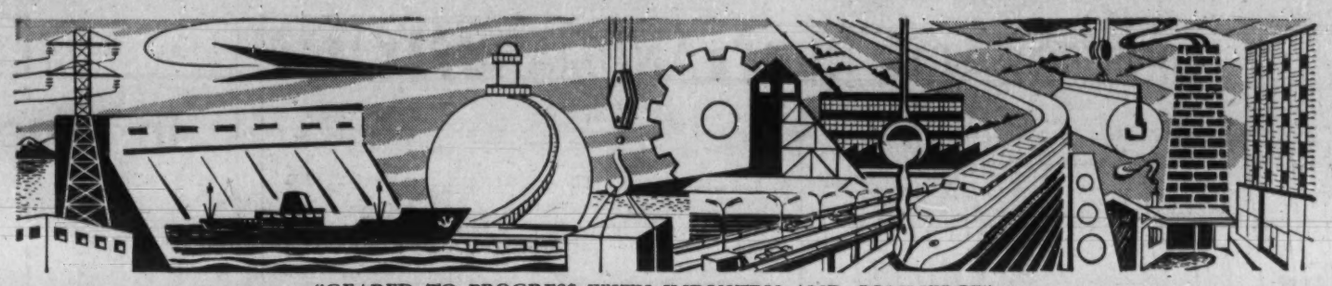
This was another case in which Canadian capital participated and established in 1877 the oldest of all the existing Montreal steamship services.

A steamship service which stemmed entirely from Montreal initiative and finance was the **Beaver Line** established by the **Canada Shipping Co.,** organized in 1867 and operating first with sailing ships.

These steamers were built in 1875 and a service was operated for 20 years with vessels which successively became larger and more powerful, giving particular attention to passenger trade.

By the 80s, when Montreal's population was 176,000, Montreal was the terminal port of seven steamship services which were in regular operation. They were the **Allan Line, Ross Line, Beaver Line, Donaldson Line, Thomson Line, Dominion Line** and **Hamburg Steam Packet.** Only the last three were established independently from overseas without Canadian initiative and investment.

These results would be considered extraordinary today when Canada seems so dependent on foreign finance and initiative, but it is perhaps simply because Montreal was such a small town, relatively, that local ambition necessarily provide self-reliant.



"GEARED TO PROGRESS WITH INDUSTRY AND COMMERCE"

THE PROVINCIAL BANK OF CANADA

YOUR PARTNER

'Something Different'

(CONT'D FROM P. Q-9)

coming big business in the Laurentians. One hotel, La Sapiniere at Val David, did more business in September than June, a popular vacation month.

But it is as a winter sports paradise that the Laurentians draws its greatest strength.

Revenue for the Laurentians has been estimated in excess of $200 million in 1960 alone.

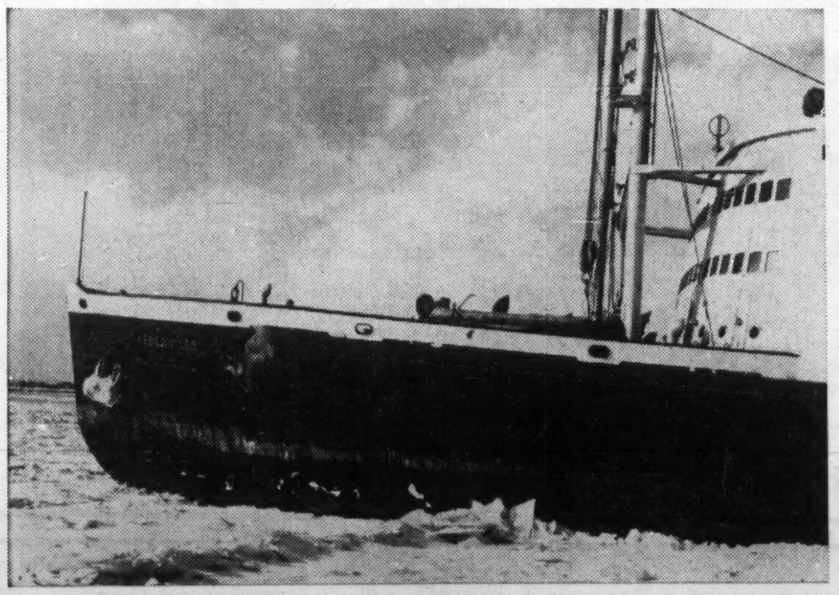
When snow conditions are favorable — as they are this year — resort owners have no trouble filling their 6,000 available rooms.

More than 25 ski schools in the area can teach the novice to stay on his feet in as little as one week. One school gave 16,000 lessons last year.

Getting back up the hills is even easier. Twenty-five miles of lifts, T-Bars and rope tows can accommodate 1,500 people each hour.

A new $50,000 double chair lift was installed last year at Mont Ste. Agathe. Another has been in operation for some time at Chalet Cochand.

T-Bars were installed last year at Mont Castor, Mont Alouette; Mont Gabriel and Chantecler to bring uphill assistance to skiers. There are now 50 T-Bars and chair lifts available.



ICE BREAKER d'Iberville, powered by 15,000 h.p. engines, rides on to ice and breaks through by her weight.

QUEEN WITH A CARGO OF GOLD

The St. Lawrence River grain elevators will be a million bushels richer when this amazon of the Seaway discharges her cargo of pale golden grain, brought from lakehead ports. When her precious load is safely transferred, the MURRAY BAY will sail on to Northern Quebec for another load of gold — the black-red variety from the depths of iron-ore mines. With this heavy burden she will wend her way back through the Seaway to the Lakes.

This Queen of the Lakes is the longest ship permitted to clear through the Seaway locks. As the newest and biggest of the giant carriers, owned and operated by CANADA STEAMSHIP LINES, she leads the fleet of mammoth ships serving Canadian commerce. With this and other type transports, C.S.L. provides inexpensive shipment of bulk and package freight, maintains the largest fleet plying the longest inland water highway in the world.

C.S.L. subsidiaries are kept humming the year round. Four shipyards (with engineering divisions producing a diversity of heavy industrial equipment) work against deadlines in their yards at Lauzon, Que., and at Kingston, Collingwood and Port Arthur in Ontario. Highway transport services (with a subsidiary operating the most modern HEAVY LIFTING equipment in Canada), coal docks, grain elevators, freight terminals and warehouses augment the parent company services.

During the summer, C.S.L. operates a holiday schedule for cruise ships on the St. Lawrence and Saguenay Rivers in conjunction with de luxe resort hotels at Murray Bay and Tadoussac.

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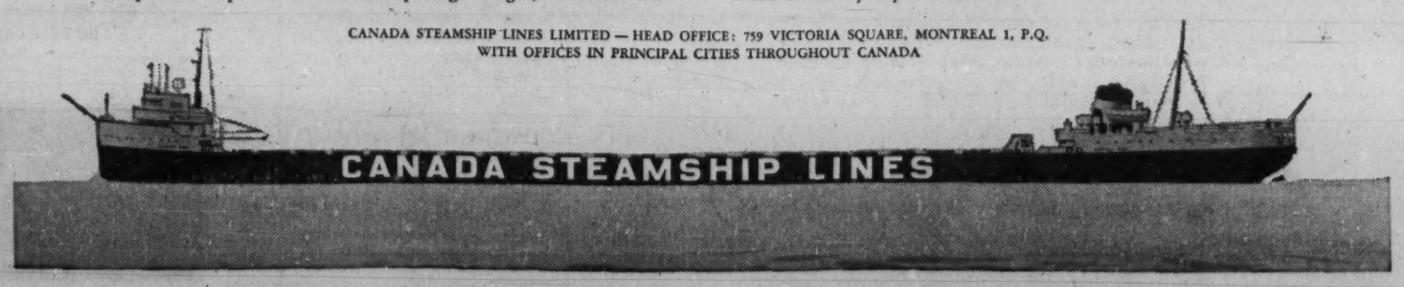
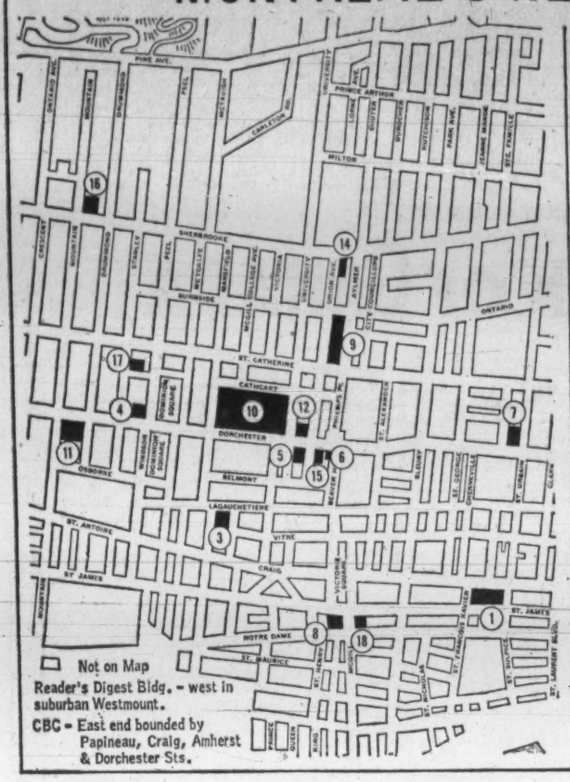


MONTREAL'S NEW LANDMARKS



	Approx. cost $ millions	Height	Probable Completion Date
1. Bank of Montreal	10	17 stories	completed late 1960
2. CBC	30	25 acres	projected
3. CNR	15.4	17 stories	mid-1961
4. Cdn. Bank of Commerce	25	43 stories	May, 1962
5. CIL-House	20	34 stories	mid-1962
6. David Bloom Co.	1 1/2	13 stories	early 1962
7. Hydro-Electric	15-20	23 stories	mid-1962
8. Imperial Bank of Canada	5	16 stories	projected
9. Henry Morgan & Co.	40	complex	projected
10. Place Ville Marie	80	46 stories	1962
11. Provincial Transport	*	30 stories	projected
12. Prudential of London	5	14 stories	completed 1960
13. Reader's Digest	1.5	10 stories**	late 1961
14. 550 Sherbrooke Street	10	23 stories	projected
15. St. James's Building	3 1/2	13 stories	1962
16. Standard Life	6 1/2	20 stories	1962
17. Sun Auto Parking Ltd.	2	14 stories	late 1961
18. Toronto-Dominion Bank	5	13 stories	early 1962

* not finalized
** in two buildings

On the Way Up

By AMY BOOTH

Montreal's sidewalk superintendants are having the intendents are having the which way they look midtown or downtown, steel, glass, mortar and brick pile steadily upward.

Old landmarks are fast disappearing as modern office space climbs skyward.

The spark for the office building boom in Dorchester Street area is the $80 million Place Ville Marie.

Moving vans should start unloading new tenants for the 46-story cruciform building late this year or early next. Its 1.5 million sq. ft. will provide office space for 12,000-15,000 workers.

Canadian National Railways commuters will get to-the-door service and underground parking will accommodate 1,500 cars.

The cruciform building will be known as the **Royal Bank of Canada** Building and will contain the bank's head office. Its principal Montreal branch will be in the four quadrants at the foot of the tower and head office operations will cover the second, third and fourth floors.

Surrounding the anodized steel and plate glass skyscraper, which faces the Queen Elizabeth Hotel, will be a sophisticated shopping plaza.

Plans call for the covered shopping promenade to include a supermarket, six restaurants, pharmacy and men's and ladies' wear shops.

Part of the seven acre Place Ville Marie development will house the $15 million, 17-story garage and head office building of CNR.

Meanwhile CIL House is nearing completion. This 34-story glass walled edifice at Dorchester and University will cost about $20 million. Major tenants will be **Canadian Industries Ltd.** and **Bank of Montreal.**

Nearby, the venerable old St. James's Club is moving into a 13-story building. The club is expected to occupy three floors of the $3½ million enterprise and the rest will be leased with **Shawinigan Water & Power Co.,** a prime tenant.

Prudential of London recently put the finishing touches on their $5 million, 14-story structure.

Another insurance company, **Standard Life Assurance Co.** chose the north side of Sherbrooke St. West, opposite the Ritz Carlton Hotel, for its new Canadian headquarters.

Standard expects to occupy the lower six floors. The rest will be rented.

The granite faced building is being set back 56 ft. from Sherbrooke St. to form a landscaped plaza area in the foreground.

Five of Canada's nine chartered banks are putting new roofs over their heads in Montreal.

Part of the Windsor Hotel has been razed to make room for **Canadian Bank of Commerce's** $25 million 600 ft. high skyscraper. They claim it will replace their King Street, Toronto, head office building as the highest in the British Commonwealth.

Prime tenant in the more than 500,000 sq. ft. of office space will be **Canadian Fairbanks-Morse Co.**

Downtown at Victoria Square, **Toronto - Dominion Bank** demolished its 47 year old building and is replacing it with a 13-story, $5 million edifice. This is the first major construction in the banking district for 20 years.

This fall, **Imperial Bank** will begin to replace its building across the square with a 16-story structure. Expected to cost about $5 million, 11 air conditioned floors will be up for rent.

First tenants were welcomed late last year to the head office of **Bank of Montreal.** Its $10 million project rises 17 stories and contains 250,000 sq. ft. of floor space with a working population of 2,000 people.

Royal Bank of Canada is moving into Place Ville Marie and is building additional premises at Stanley and St. Catherine Sts.

The office building surge has helped shore up the sagging construction picture in Montreal.

Total construction contracts awarded in 1960 were down 16.1% to $391.3 million from $466.1 million in 1959.

Business sector which includes office buildings held to a 0.6% drop to $143.9 million from $144.8 million.

Other segments fared less favorably.

Industrial contracts dropped 42.9% to $21.2 million from $37.1 million. Residentials were off 31.1% to $105.3 million from $152.9 million a year earlier and engineering contracts fell 22.3% to $65.8 million from $84.7 million.

Some industry officials suggest it may be five to 10 years before the "a louer" signs will disappear on all the new buildings.

But many companies, displaced by the Metropolitan Boulevard and waterfront redevelopment, will be looking for new space.

Building permits dropped $50 million in 1960 to $159.3 million from the record high of $209.2 million in 1959.

Highest permit in 1960 was issued for the $15 million Hydro-Electric skyscraper. The 23-floor building, scheduled for completion in mid 1962, is to house the most important substation in North America.

Though 1961 permits may see a further drop, sufficient large scale projects are on the drawing boards to keep the bulldozers awake.

Biggest is the $30 million **CBC** development. Negotiations are now under way to expropriate the 25 acres bounded by Amherst, Dorchester, Papineau and Craig Sts.

The project will be built in phases and may be a joint venture with **Central Mortgage and Housing Corp.**

Henry Morgan & Co. is seriously considering a $40 million complex of buildings behind its present Phillips Square store.

Project is slated to include office building, hotel, apartment and store extension.

Provincial Transport is thinking in terms of a new 30-story building with underground tunnels and the building known as 550 Sherbrooke Street West is slated to get an additional 23 stories.

Spring Start On Centre

Place des Arts, Montreal's answer to Toronto's O'Keefe Centre, will finally get underway this spring.

More than 120 years of clamoring by Montrealers for a suitable hall in which to enjoy the performing arts and to accommodate visiting artists will result in a $14 million cultural centre.

In downtown Montreal, it will include a 3,100 seat concert hall with stage facilities for opera, concert, ballet and stage productions; a 1,250 seat theatre and a chamber music hall seating 500.

Buildings will be elevated around a plaza with a stairway from St. Catherine St. leading to pools and fountains at plaza level.

Parking for 1,000 cars will be provided at two levels. Commercial buildings may be erected along the lower plaza to provide 40,000 sq. ft. of retail space. Restaurant facilities for 200, bars and meeting rooms will complete the project.

An estimated minimum of 850 performances a year is expected to attract some 830,000 patrons.

Other than investment costs and depreciation, the centre should provide an operating surplus each year.

Concessions for the restaurant, checking facilities, bars and parking for performances could yield $307,000 annually.

Success of the venture is indicated by a market study made in 1956. In that year there were 957 performances to which 459,601 tickets were sold for box office gross of $983,000 organized by 128 groups in 35 auditoriums.

Performances included 573 plays, 248 concerts, 42 dance and 35 operatic events. A great many of these groups have evinced interest in the new facilities.

Sir George-Etienne Cartier Corp. was established in 1956 as a non-profit organization charged with constructing and administering the centre.

Tax exemptions on land and donations and initial grants totaling $75,000 from City council get the project underway.

Including public subscriptions, contributions total $7.7 million.

The centre will be built in three stages, the first of which will include the concert hall and a 300 car portion of both levels of the garage.

The concert hall is actually a combination opera house and hall. It will have three balconies and about 24 "boxes". Continental seating arrangements will eliminate longitudinal aisles.

WORK STARTS on Montreal's Place des Arts this February.

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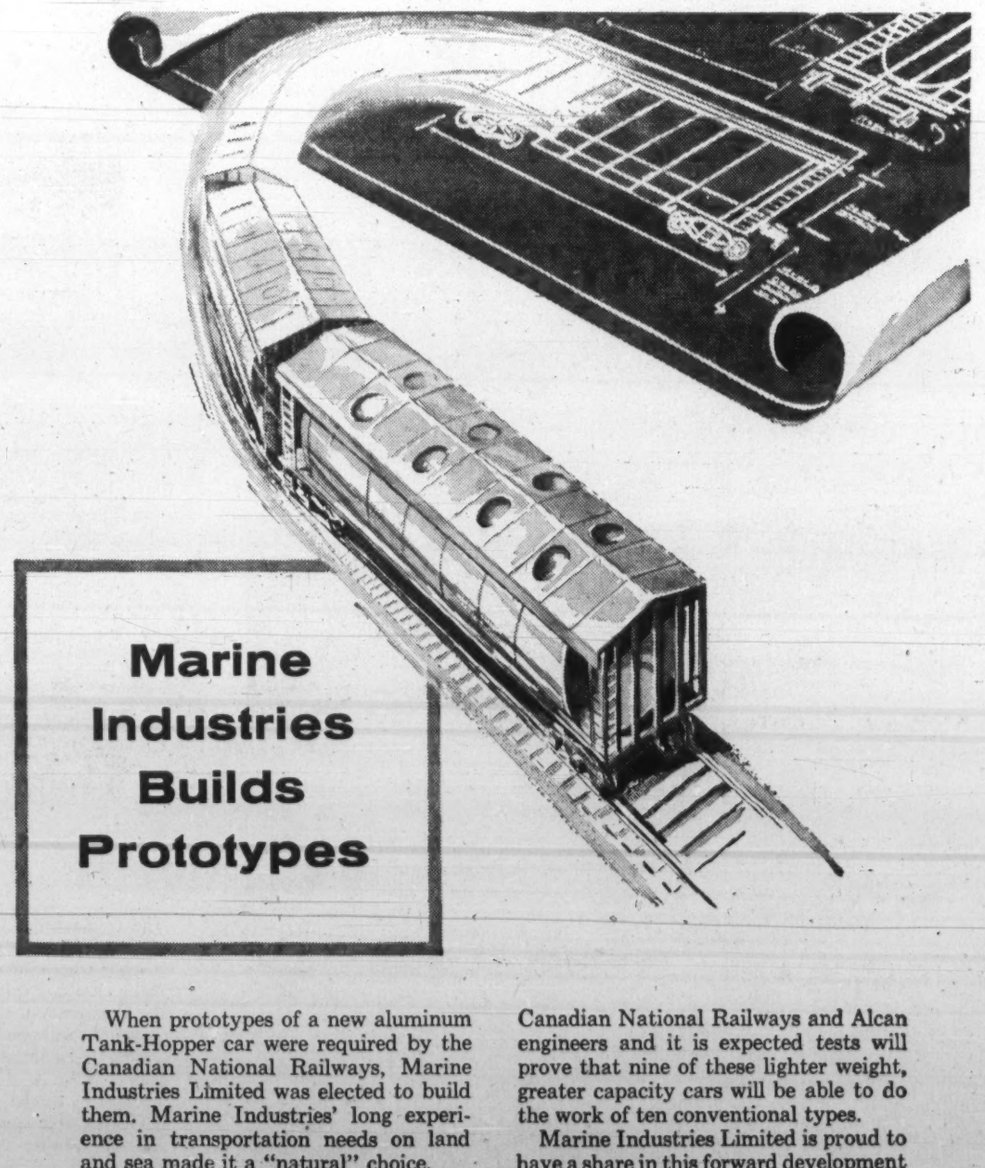

Marine Industries Builds Prototypes

When prototypes of a new aluminum Tank-Hopper car were required by the Canadian National Railways, Marine Industries Limited was elected to build them. Marine Industries' long experience in transportation needs on land and sea made it a "natural" choice.

The new car was developed jointly by Canadian National Railways and Alcan engineers and it is expected tests will prove that nine of these lighter weight, greater capacity cars will be able to do the work of ten conventional types.

Marine Industries Limited is proud to have a share in this forward development in Canada's transportation picture.

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A Difficult Choice For Pulp and Paper

Quebec's sprawling forests have produced a powerful pulp and paper industry.

It accounts for some 45% of total Canadian output. Ontario is next with 30%, British Columbia and the Atlantic Provinces each have 12% and the Prairies less than 2%.

The industry gives work to about 30,000 in the province at the 60 or so mills, and they take home more than $150 million in wages each year. Apart from these full time employees, thousands more earn part of their living from the large supporting industry that serves the pulp and paper giant.

Thus Quebec watches the ups and downs of the pulp and paper business with enormous interest.

Today, despite booming production figures, the industry faces a difficult decision.

It is this: When would be the right time to launch a major capacity expansion drive?

Few big businesses face such a difficult choice.

There was a postwar period when the pulp and paper business seemed straightforward and easy to understand.

Reasoning ran along these lines:

- **The world demand for paper and paper products was on the upswing** and as underdeveloped countries reached maturity nothing could prevent them from wanting more and more of the industry's production.
- **Paper production depended on a plentiful supply** of trees, preferably of the fir variety.
- **Canada had an almost unlimited supply of this raw material,** and inside Canada Quebec had by far the largest amount of easily accessible timber.

Thus, the reasoning went, Canada's position was secure — and Quebec's position was particularly secure.

This sort of thinking has suffered some severe reverses recently.

Estimates of world demand for paper and paper products still seem sound. But thousands of scientists and engineers outside Canada have directed their full attention onto ways of finding other raw material sources than Canadian-type forests. They have achieved some remarkable results.

The first major breakthrough came some years ago when U.S. laboratories learned to make practical paper from hard pine found in the southern states. This led to the creation of a whole new industry which today is beginning to cause Canadian pulp and paper makers uncomfortable moments.

But potentially much more significant are experiments into the use of grass, weeds, seaweed and a host of other easily available, cheap materials. Results have encouraged many countries to give serious consideration to establishing their own pulp and paper industries.

Such a step has great emotional appeal, particularly for the newly independent nations. Those wanting to assure control of their press welcome the opportunity to establish and easily control home production of paper.

One important factor still favors Canadian paper men. To set up a newsprint or fine paper mill is a multi-million dollar process. If a country wants to make use of one of the newer and more exotic means of pulp or paper production the cost is likely to be even greater.

This fact of economic life dampens many enthusiastic nationalists.

There are still obvious economic advantages attached to buying from established producers, largely Canadian mills.

That is the problem Quebec producers, in common with their colleagues in other parts of Canada, have been wrestling with in recent months. Is now the time to invest hundreds of millions of dollars in new plant and equipment?

It is not an easy question to answer. To spend the money, would risk being left high and dry with far too much capacity if the rest of the world decided to go it alone whatever the price.

On the other hand, to hesitate now would be to invite others to hurry into a production void.

To date the Quebec companies have tended to hold back on any large scale expansion.

This is not to say there has been no expansion in recent months. Currently these projects have been begun, announced or very recently completed:

- **Gaspesia Sulphite Co.** is undertaking a $17 million expansion program which includes installing a new paper making machine.
- **Canadian International Paper Co.** recently commenced operations with a new $10 million paperboard machine at its La Tuque mill.
- **Price Bros.** is spending $22 million on extensions to its Kenogami mill. These include a new 200 ton Kraft mill and a paperboard machine.
- **Thurso Pulp & Paper** has spent $4 million to improve its Kraft pulp production facilities.
- **Donahue Bros.** has spent $1¼ million on expansion projects in recent months.

However, the really dramatic potential expansion is in newsprint production. A number of industry leaders across Canada very much want to go over to the seven-day week.

This, it has been estimated, would add a thumping 750,000 tons of annual capacity without the installation of a single new machine.

The seven-day work week is a highly controversial issue everywhere, but nowhere is it more difficult than in Quebec. The companies involved have had to show extreme caution in their dealing both with organized labor and local authorities.

It is not yet clear what official position the Roman Catholic church in Quebec will take in the matter. At least one senior churchman has told paper men privately that he believes Sunday work is a victory for the anti-christ and must be battled at every turn in the road.

However, papermen say, other churchmen do not feel as strongly and might support Sunday work if a real need be shown.

Generally speaking the international unions are not opposed to continuous operation. But when contract negotiations begin this summer, the internationals are expected to demand heavy compensatory wage increases.

The Catholic Syndicates, which still represent a substantial number of Quebec pulp and paper workers, have yet to take a firm stand on the issue. Emotionally many of the syndicate leaders are against Sunday work, but they are well aware that if the internationals approve it — and in so doing win major pay boosts for their members — it would be poor union politics not to follow suit.

To do otherwise would risk another round of successful membership raids from the internationals.

The recent movement of the Canadian dollar in relation to the U.S. dollar has meant good news to pulp and paper producers. The differential during 1960 meant a $2.50 "loss" on every ton sold in the U.S. market.

Now, with an adjusted exchange rate, the earnings position of the industry should perk up. This could make expansion appear more attractive.

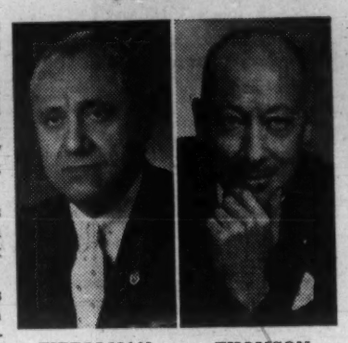
One thing seems certain: As the Canadian industry expands, Quebec will be in the front ranks.

Good Listening, Good Taste, Good Profits

"French Canada is one of the world's best radio markets."

That's the opinion of the 53-year-old Corey Thomson, manager and joint owner of Montreal's fast growing CKVL.

The success of his bilingual station would seem to back his view.



TIETOLMAN THOMSON

It is Thomson's claim that his station has more listeners—and produces more revenue—than any other in Canada. "We have about the fifth highest rating of any privately owned station in North America," he says.

CKVL's studios are in suburban Verdun. Thomson and his partner, 51-year-old Jack Tietolman run the operation in a remarkable welter of good music and apparent confusion.

President of CKVL, Tietolman is an unashamed lover of good music. His office contains four or five radios constantly tuned to the station's 24-hr FM program. He interrupts a business discussion with a leap across the room to retune one or more receivers. "Hear those violins? What magnificent music. Now as I was saying . . ."

A closed circuit television set in his office keeps an electronic eye on his various studios.

Both men had considerable radio experience before joining forces in 1944. Each had the idea of establishing a major station in Verdun to serve the whole Montreal area.

"I had got there first and had established the contacts," Thomson recalls. "Jack had the money. When we came together the way was clear."

They put up $60,000, and by November 1946, they were able to go on the air. Initially the station operated out of two studios with a staff of 17. Thomson took on a share of the announcing, and still keeps his hand in as a broadcaster.

At first the station broadcast from dawn to dusk, alternating one hour in French, the second in English. After a few months CKVL became Quebec's first station to operate 24-hours a day.

Following surveys of their new listenership, Thomson and Tietolman discovered English-speaking listeners almost always switched to another station as soon as the French hour came along.

French audiences, on the other hand, tended to stay with the station when the lingual switch took place.

At the same time they discovered that their all-night listeners were almost entirely English-speaking.

So programming was revised to cut daytime English broadcasting to a couple of hours, while the 11 p.m. to 5 a.m. segment was switched to all English.

This heavy emphasis on French language shows during peak revenue hours presented CKVL with a challenge and an opportunity. There were next to no canned shows available in French. If the station were to maintain its standard it would have to originate shows using a great deal of local talent.

The station spends between $300,000 and $400,000 a year on non-staff French language talent.

"The French-Canadian artist is a captive in Montreal," declares Thomson. "The English speaking Canadian with ability gravitates to Toronto to be near the heart of CBC operations. Perhaps after that he moves to the U.S. The French-Canadian can only go to France or stay here. As a result there is a pool of great talent available."

Despite its unusually high content of live, local shows, CKVL still has its fair share of rock and roll and general disk jockey programs.

While appreciating the resulting revenue, Tietolman

(Continued on page 14)

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ST. LAWRENCE CORPORATION LIMITED
MONTREAL

Shipbuilding In 'Doldrums'

(CONT'D FROM P. 13)

pared with a surface ship of similar cost.

This spring, **Cartier Mining Co.**, will begin shipping iron ore concentrates from its new all year port at Port Cartier, near Seven Islands. This means new ships will start making regular calls there.

Cargill Grain Co. of the U.S. has established a large grain storage and transshipment facility near Baie Comeau, which will also help to increase the shipping tempo on the St. Lawrence.

In 1962, **Iron Ore Co. of Canada** is scheduled to bring its Carol Lake ore project into production. With an annual capacity of 7 million tons of concentrates, to be shipped through Seven Islands, this project, too, will bring more bottoms to the St. Lawrence River.

So will ore from **Wabush Iron Co.** development, adjacent to IOCO's Carol Lake pits, which is expected to become operational in 1964-65.

How much of the potential ship repair business would go to Quebec yards is a moot point.

Emergency repairs, certainly, would have to be made here.

But most foreign-flag ship owners, as in the past, would undoubtedly prefer to have non-immediate repairs made in U.K. or Continental yards where prices, as a rule, are lower.

To have repairs made overseas, in these cases, would involve lengthy and unprofitable delays. Competition from U.S. yards is no great concern because prices quoted by most U.S. yards run higher than in Canada.

Here's a rundown on the present activity in Quebec shipyards:

Canadian Vickers Ltd., Montreal, has three ships under construction. One is a destroyer escort for the RCN due to be delivered in late 1962.

Company is also working on a 298 ft. passenger-cargo ship, a gift from the Canadian government to the West Indies Federation.

Third ship is a 17,300 gross ton upper laker being built for **Scott Misener Ltd.**

Both commercial vessels are for delivery in spring-early summer of this year.

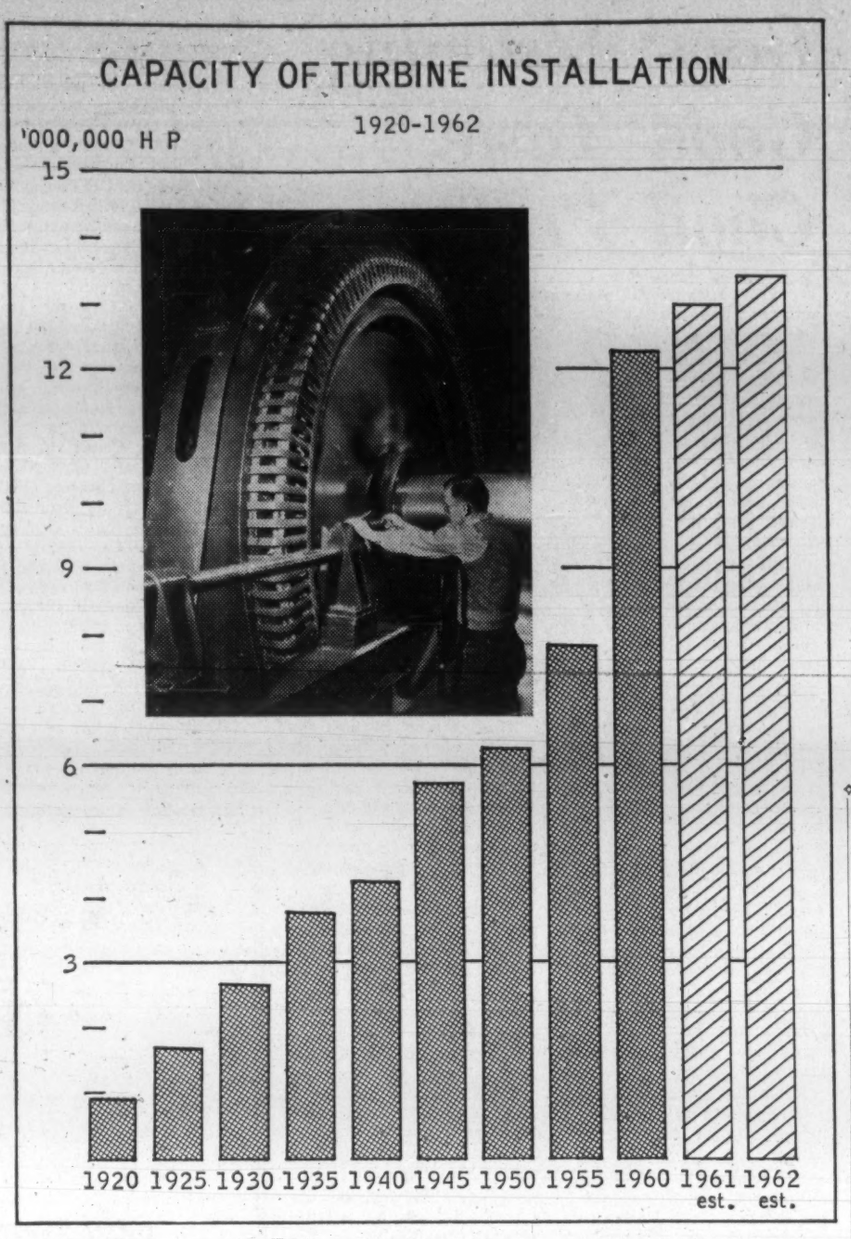
Subsidiary **Geo. T. Davie & Sons,** acquired in 1951, has no new ship construction in its Lauzon, Que., yard. This company is making do, as best it can, with repair work.

A second Vickers' subsidiary, **Montreal Dry Docks Ltd.,** engages primarily in the dry dock and repair business. It operates two 400 ft. dry docks at Wellington Basin, near the Lachine Canal.

Marine Industries Ltd., Sorel, started work on a new destroyer escort in mid-1960. The ship is scheduled for delivery in 1964. In addition, company is building a small, 6,300 gross ton tanker for its own account. This vessel is due to be completed this spring.

Davie Shipbuilding & Repairing Co., Lauzon, a wholly owned subsidiary of **Canada Steamship Lines, Ltd.,** is working on a destroyer escort for delivery in 1963. Company is also building a 14,700 dw ton fleet oiler-supply vessel for the RCN. It is due out of the yard in 1962.

Davie also has two commercial vessels on the ways. One is a 10,000 gross ton upper laker for **N. M. Paterson & Sons.** The other, an upper laker of 18,000 gross tons, is being built for parent CSL. Both vessels are scheduled for completion in the spring-summer of this year.



Company Reports

Life Insurance

CONFEDERATION LIFE ASSOCIATION, Toronto, new life insurance sales in 1960 of $405,244,500 were up 18.6% over 1959.

Total insurance in force rose 12.2% to $2,692.4 million, President J. K. Macdonald says. Assets rose 7.7% to $470.8 million, largest growth in any year.

Annuity contracts in force at Dec. 31/60 provided for total annual payments of $35,789,245, up 10.6%. These are equivalent to $429.5 million of life insurance, but are not included in total insurance in force.

Net rate of interest earned after investment expenses rose to 4.87% from 4.71%.

Premium income on health coverage was almost $10.5 million, up 23.5%.

Over $47.4 million was paid out in benefits, with beneficiaries receiving $13.1 million, living policy holders $34.3 million.

Company bought additional 18,854 of its own shares at $180 ($3,393,720 total) and wrote off $3,028,211 of the value of these shares on its books. Company now owns 56,600 of 100,000 issued shares.

A sales office was opened in the U.K., two general agencies in the U.S. and four group sales offices in Canada, U.S. and Trinidad.

	1960	1959
	—$000—	
Life insur. in force .	2,692,443	2,398,896
New business	405,245	341,728
INCOME AND EXPENSE ITEMS:		
Total receipts	91,791	82,215
Premiums	70,613	63,072
Int., divds., rents ..	21,178	19,143
Policy payments	47,442	41,023
Expenses & taxes ...	*17,803	16,549
Tr. to policy res.	22,546	20,476
Earned surplus	8,802	8,249
Shareholders' divds. ..	125	162
BALANCE SHEET ITEMS:		
Liabs. to pol'holders .	410,085	382,627
Invest. reserve	3,500	.....
Other liabs.	21,889	20,877
Liab. to sh'holders ...	1,213	1,349
Total assets	470,765	436,921
Free surplus	34,078	32,068
Int. Earned	4.87%	4.71%

*After deducting all investment exps.

Financial

PREMIER TRUST CO., Toronto, net profit of $220,204 for /60 was up 9.2%.

Transfer of $100,000 brought reserve fund to $700,000.

Deposits by the public increased by $2,439,068 to $19,660,111.

As at Dec. 31:	1960	1959
	$	$
Liabs. to public*	19,781,974	17,354,750
Shareholders' equity .	1,942,177	1,803,270
*Secured by:		
Mortgages	15,469,439	13,645,683
Office premises ..	375,048	359,221
Liquid assets†	5,879,664	5,153,116
Total	21,724,151	19,138,020
†Includes stocks and bonds.		
Estates account	7,240,112	6,973,692
Net profit	220,204	201,863
Earned per Share† ..	$18.35	$17.00
Paid	8.00	8.00

†Based on amount paid up on the subscribed capital.

Good Taste

(CONT'D FROM P. 13)

makes little secret of his dislike for the commercial-packed material which makes up so much of private station fare. He had long wanted to go on the air with more "attractive" material.

The chance came nearly two years ago when CKVL opened its FM facility. Tietolman had studied similar U. S. stations for two years before he launched his own.

He admits it is still a money loser — the average monthly loss is between $6,000 and $7,000. But he maintains rigid rules for FM. Commercials are limited to one minute in every 30.

A sponsor can use his precious 60 seconds in one shot to break it up during the half hour period.

Understandably this sort of sponsor - treatment doesn't lend itself to charging particularly high rates. The present charge is $15 for 60 words. When FM has grown further, Tietolman hopes to increase the rate to $100 and get the operation into the black.

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Pick-up Service: In Montreal, Toronto and Hamilton areas.

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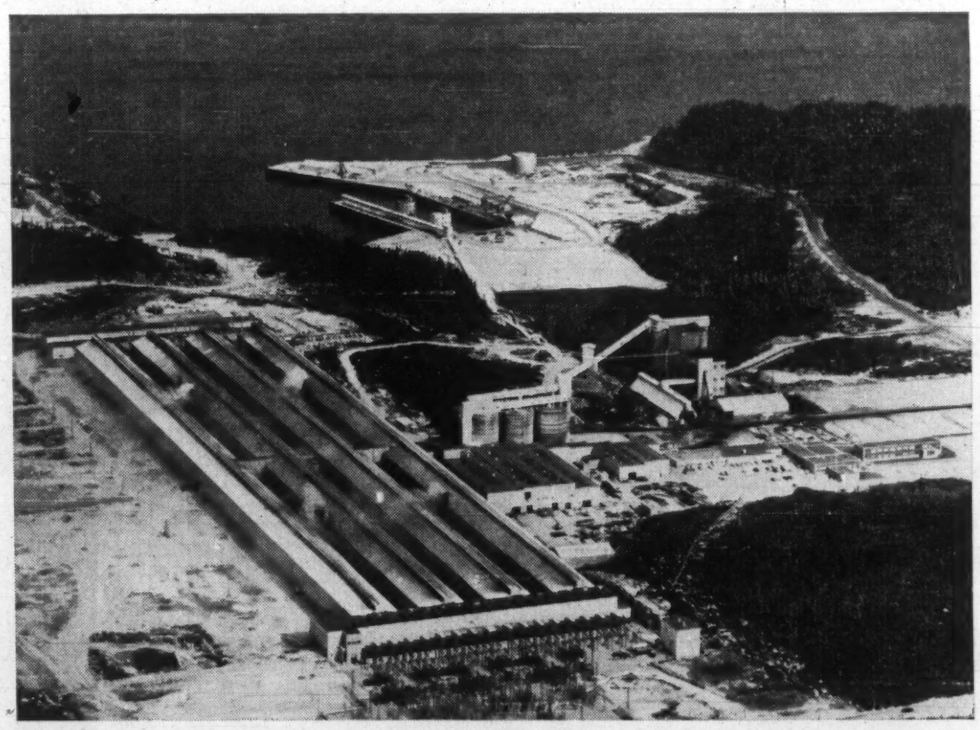
Clarke Steamship Co. Ltd., Suite 503, 212 King St. W., Toronto. EM. 3-1392

Clarke Steamship Co. Ltd. Hamilton. EM. 3-1392

CLARKE Steamship Co-Limited



INDUSTRIAL DEVELOPMENT BASED ON POWER AND OCEAN SHIPPING

Canadian British Aluminium Company Limited is operating fully the first two stages of its smelter. It is now benefitting from winter sailings to and from European ports.

The site of the smelter was chosen to take advantage of the abundant power potential of Quebec's North Shore.

Present smelter capacity is 90,000 tons annually of primary aluminium supplied to fabricators in Canada and the United Kingdom.

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Record Roads Spending

Quebec is on the threshold of a road building boom, expected to require record expenditures of $800 million in the next five years.

The program will see new arteries joining improved highways in neighboring provinces of Ontario and New Brunswick and the state of New York and new roads rolling back northern frontiers.

Big impetus will come from the Trans-Canada Highway agreement under which a 400-mi. link will be built in Quebec and the roads to resources agreement under which 285 mi. of gravel roads will be constructed in three important mining areas.

Further substantial capital investment in roads is expected in the 1966-70 period. By 1970 the province is expected to have two million vehicles, or double the 1960 figure of just over a million. Ten years ago there were only 434,000 registered vehicles.

There are some 47,000 mi. of public roads in the province, exclusive of those in cities. Just over 75% are improved roads maintained by the Department of Roads. In winter the province maintains directly 8,500 mi. and subsidizes the clearing of 30,000 mi.

The normal Quebec roads budget now exceeds $100 million annually. For the year ending Mar. 31, 1961, it is $111.9 million — $48.8 million on current account and $63.1 million on capital account.

New Trans-Canada Highway construction in the province will amount to $240 million, as $60 million already has been spent on roads, forming part of the route.

Quebec's share of new construction, including two bridges at the west end of Montreal and one near the eastern tip, will be $153 million.

Included in the Montreal island section of the TCH is the $120 million six-lane Metropolitan Boulevard. Partially completed when the TCH agreement was signed with the federal authorities, this limited access boulevard originally was undertaken as a cost-sharing venture by 32 municipalities.

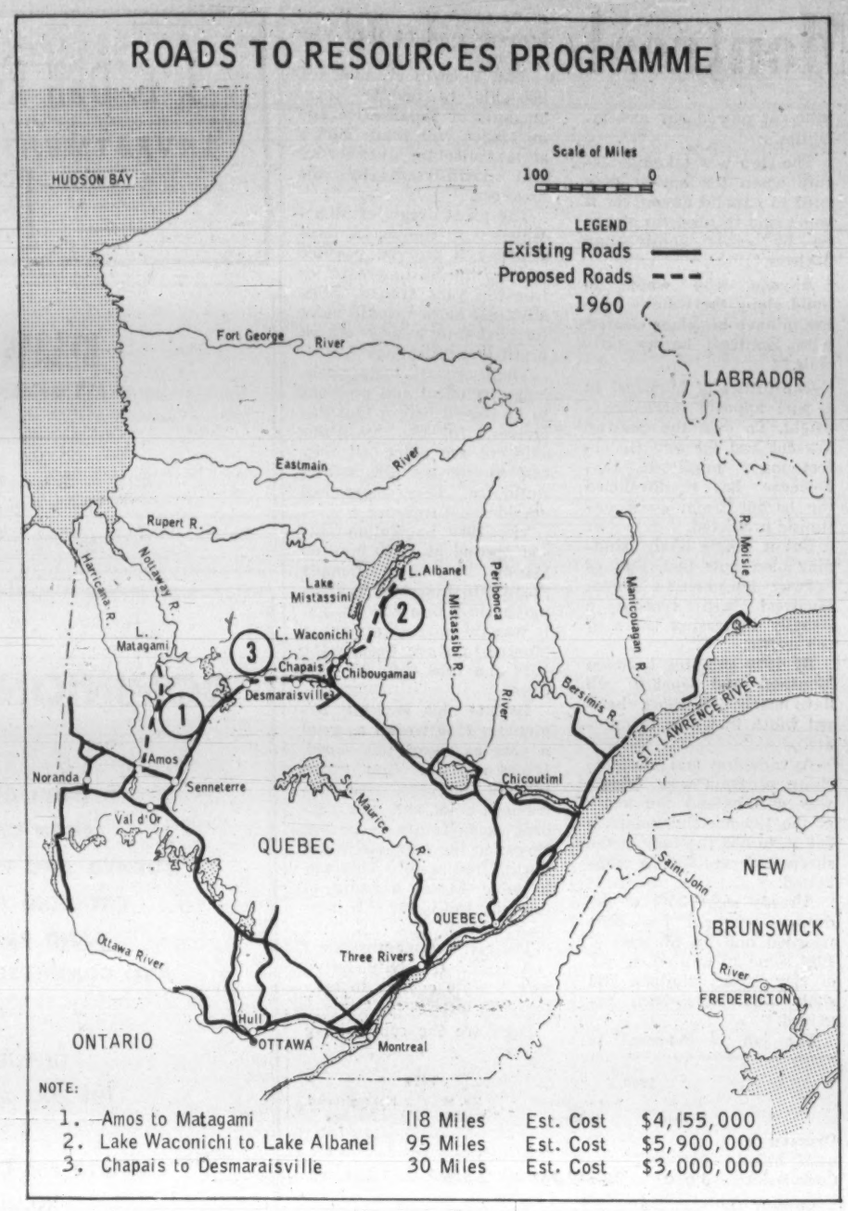
Quebec's section of the TCH will start at the Ontario border near Point Fortune and will replace Highway 17, the main link with Ottawa, south of the Ottawa river. There is also a north shore road to Ottawa, via Hull, which runs through Lachute and Montebello.

At Dorion it will cross a new Ottawa river bridge to Ile Perrot and another new bridge over the St. Lawrence to join the Metropolitan boulevard. An east-end spur of the boulevard will take it southeast to embrace a bridge over the Boucherville islands to the south shore. It will follow improved parts of No. 9 highway, serving St. Hyacinthe and Drummondville, and make a new crossing of the Chaudiere river near Charny, south of Levis.

Beyond Levis the Quebec section of TCH will run along the general location of No. 2 highway, serving Riviere-du-Loup and finally intersecting the New Brunswick border at Edmundston.

According to chief engineer Arthur Branchaud of the department of roads, TCH in Quebec will have two lanes over 170 mi., four lanes divided over 192 mi. and six lanes divided over 36 mi.

Construction is expected to start in early spring.



Serving three important mining areas, the roads in the Quebec program will be built to high gravel standards with a 28-ft. travel surface and 4.5 ft. shoulders.

Since they are primarily resource development roads, they will be required to withstand wear-and-tear of large timber and lumber rigs, trucks hauling ore and concentrates and other heavy-duty traffic.

Main developments:

- **A 118-mi. road from Amos to Mattagami with major bridges** crossing the Coigny and Allard rivers. Costing $4.1 million, this road is expected to be completed by Mar. 31.
- **A 30-mi. road between Chapais and Desmaraisville to cost $3 million.** It will be completed in the year ending Mar. 31, 1962, filling the last gap in a 900-mi. circuit from Montreal to Montreal via Quebec, Chibougamau and Senneterre.
- **A 95-mi. link between Lake Waconichi and Lake Albanel.** Work on this $5.9 million road, north of Chibougamau, will start in the 1962-63 fiscal year.

According to Minister of Mines Paul Earl, beside aiding mining areas, these new roads will help the forest and tourist development, opening areas to fishermen and hunters that had been accessible only by air.

Under the roads to resources agreement, Ottawa and the participating provinces each pay half the costs with a ceiling of $7.5 million on the federal contribution.

As Quebec's program is set at $13 million, there is a $2 million reserve for ancillary projects which might be deemed expedient as work progresses.

Besides the federal-provincial commitments, Quebec plans other exciting projects within the framework of its own road-building budget.

They include:

- **A 30-mi. extension of the Laurentian Autoroute from St. Jerome to Ste. Agathe.** This extension likely will be toll-free and will use as its base the present No. 11 highway onto which Autoroute toll traffic flows at its northern terminus. Already work is in progress between St. Jerome and St. Adele where a by-pass will be built.

Eventually this road will be improved to Mont Laurier, 165 mi. from Montreal, providing a better link with Val d'Or, Malartic and the Noranda-Rouyn area.

About 10 mi. beyond Mont Laurier, No. 11 turns south and rolls through Maniwaki and skirts Gatineau Park before entering Hull, opposite Ottawa.

- **A 45-mi. road running south from Montreal** to join New York's Northway at the U. S. border, above Plattsburgh.

Now under construction, the Northway is an arm of the New York Thruway, running north from an interchange on the main Buffalo-New York highway at Albany.

- **A 25-mi. controlled access road to link the Metropolitan Boulevard** with Ontario's 401, providing a super highway between Montreal and Windsor, Ont.

Some of these projects might be delayed until Quebec's share of Trans-Canada Highway work is completed but at least they are in the planning stages.

The roads to resources agreement extends for five years and covers 285 mi., costing $13 million.

$200,000 From Eels

The much maligned eel, a mysterious creature of murky waters, is a $200,000 export item for Quebec fishermen.

Annual catch is about a million lb.

Most of the eels caught in Quebec are shipped frozen to Germany. About 100,000 lb. of live eels go in fresh water tanks to New York and other eastern U. S. cities where they are quickly snapped up by people of European extraction.

Some eel fishing is carried out in the Atlantic provinces and in Ontario but 90% of the Canadian catch is taken in Quebec, mostly from the St. Lawrence river and its tributaries.

Largest eel ever caught in Canadian waters was a female which weighed 13 lb., 5 oz. and was 50 in. long. It was taken in the autumn of 1943 in the St. Lawrence near the Island of Orleans.

Best catches occur at night as eels are a nocturnal species. The commercial season runs from Sept. 1 to Nov. 30 and by that time scarcely a single adult eel can be found in fresh water.

Some immature members of the species are taken by angling in Lake St. Louis near Montreal for local consumption. Retail price is about 35c lb.

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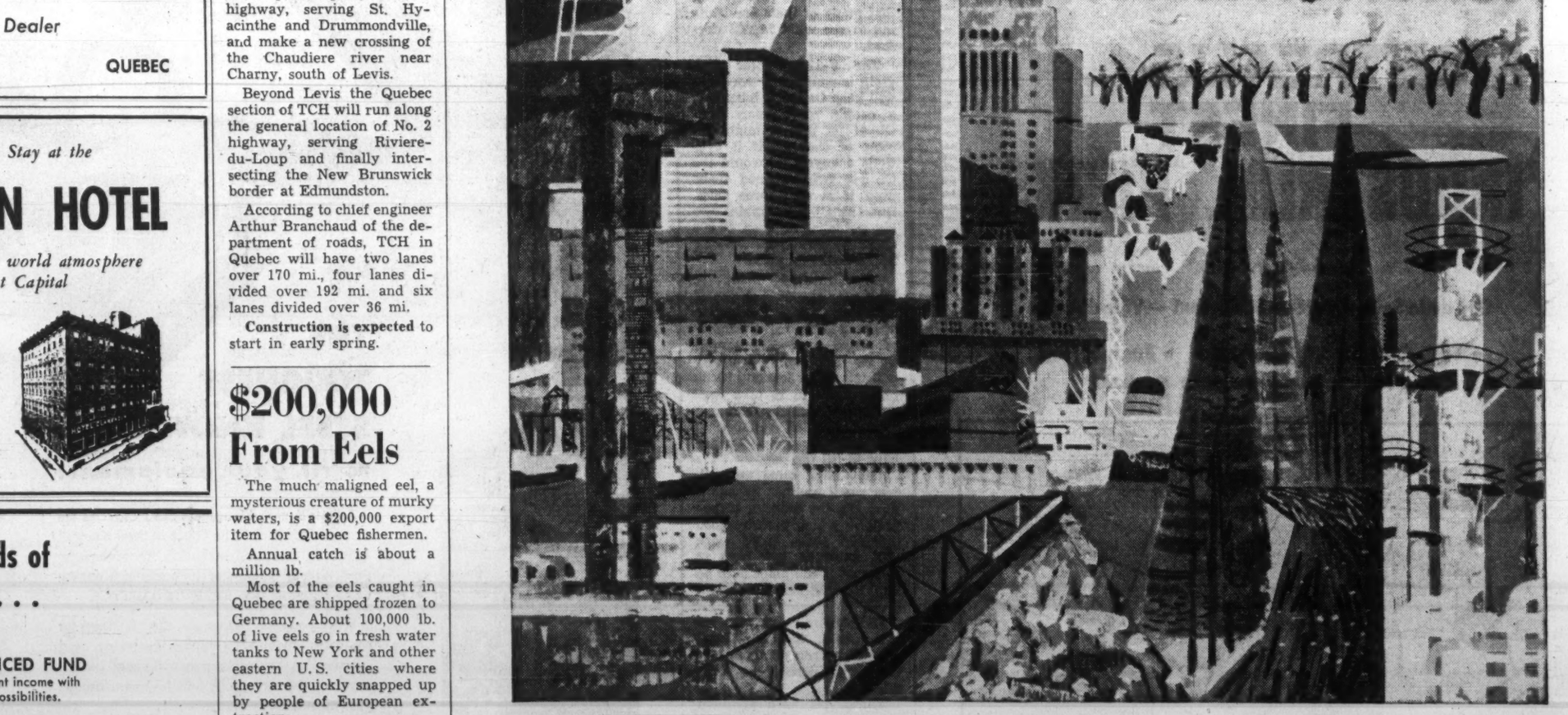

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AN AERIAL VIEW of the $30 million air terminal at Montreal International Airport.

Aviation

Orders Up In The Air

Any motorist who finds himself in the vicinity of the **Canadair Ltd.** plant in Montreal when shifts are changed would be hard pressed to believe some of the gloom stories about the Canadian aviation industry.

It's the same story on the South Shore when **Canadian Pratt & Whitney Aircraft** opens its doors.

On the surface, at least, these two leaders of the Quebec-based aviation industry appear prosperous.

The production scoresheet is impressive. Canadair has two airliners, one supersonic jet fighter and a jet trainer either in production or under development. Canadian Pratt & Whitney is still churning out parts for engines, exported the world over, and is pushing ahead with the development of one of the world's most promising small aircraft engines.

There's generally good news, too, from the host of smaller companies which supply the essential ingredients to the major producers. Dozens of aviation-centred plants are scattered throughout the province.

Montreal has long claimed for itself the title of Canada's aviation capital. This was generally true in the field of air transportation.

Both International Air Transport Association and International Civil Aviation Organization — the two bodies which set policy for the world's airlines and aviation authorities — are based in the city.

Trans-Canada Air Lines has its headquarters in Montreal and all the major international lines linking Canada with Europe have their main Canadian offices there as well.

However the claim was rather harder to substantiate during the boom days of **Avro Aircraft** in Toronto. Avro and **de Havilland** had built their own networks of local suppliers. During the early 1950s the two aviation empires fought it out for first place.

When Avro had to all but vacate the aviation business the title passed undisputed to Montreal.

But how long will it remain that way?

Clouds hanging over the Canadian aviation industry cast a shadow over Quebec's general industrial outlook.

The most ominous cloud is over Canadair's CL-44 turbo-prop air freighter. The CL-44 is still rated a potential world beater, but in the fast-changing world of aviation every day that sales contracts are left unsigned, the competition from newer designs still on drawing boards becomes more dangerous.

Right now, airmen say, the CL-44 is the world's most advanced air freighter. It is flying on what many experts predict is the eve of a new golden age for flying freight. The three major all-freight lines in the U.S. have signed up for 44s and so has the RCAF.

Although the production line is humming, Canadair must soon have some more orders or the work will run out. What are the prospects?

Since early last year a much-discussed $150 million order from U.S. Air Force Military Air Transport Service for CL-44s has blown hot, then cold, month by month.

Initially it appeared to hinge on a swap deal by which Canada would take a force of supersonic fighters worth the same amount as the CL-44s. But this didn't seem to please Ottawa.

Later there was talk of Canada taking over U.S. radar stations in this country to the same value. This looked better and there was a new glow of optimism at Canadair. Heavy unemployment in the U.S. aviation industry, however, seemed to weaken Washington support for the deal.

There are commercial irons in the fire with a number of world airlines expressing interest in the plane. But it is widely felt that many of them are waiting to see what MATS does first.

The F-104 fighter program is well under way, but will keep Canadair busy only a couple more years. The CL-41 jet trainer might fill some of the gap if it ever finds a buyer. So would the CL-540 twin engined turbo prop if it won some sales. But the CL-44 remains the big potential to keep 10,000 Canadair employees working in the next few years.

At Canadian Pratt & Whitney there are some worrying signs. Production of spare parts for a number of piston engines produced by its U.S. parent company will tail off as jets and turbo props move in to take over the aviation power field.

Designers and engineers at the company have worked hard to fill the gap.

They have come up with two small engines — one a pure jet, the other a turbo-prop — which promise good potential sales. More work still, however, will have to be found if the plant is to be kept running near its present level.

Helicopters may provide the answer. Canadian Pratt & Whitney represents its sister firm **Sikorsky** in Canada.

There has been frequent talk of Ottawa buying a substantial number of helicopters for the three armed forces.

The battle for the probable order is between Sikorsky and the **Vertol** division of **Boeing Airplane Co.** Canadian Pratt & Whitney has the facilities to assemble and overhaul any Sikorsky machines ordered.

Another Montreal-based company, Boeing Airplane Co. of Canada, is also plugging hard on behalf of its parent. It lacks the same facilities. But, says a company spokesman, it would quickly prepare them if an order were placed.

In the meantime most of Quebec's plane and engine makers are seeking greater diversification. Canadair has gone as far afield as equipment to ease childbirth and walls for office buildings.

Port of Montreal

Montreal harbor is ready for a big expansion when business demands it.

Harbor limits now extend down river 25 mi. to the fringe of Sorel.

Actually, as National Harbors Board officials were quick to point out, the extension of limits in 1960 was not quite as dramatic as it might first appear. There are no immediate plans to build miles of new docks and facilities.

The step was taken to assure when the harbor does need to expand downriver it won't find its progress blocked by other construction projects.

Anyone who wants to build along the water's edge has to have his plans cleared with Montreal harbor officials.

The future of Montreal as a port appears increasingly bright. To date the Seaway has not had the adverse effect many predicted. Nor, however, has it developed the harbor boom some optimists predicted.

But it seems likely, shipping men now feel, that as Seaway business grows, Montreal will receive a steadily increasing share of the traffic.

By 1970 shipping between Montreal and Quebec will have nearly 50% more channel width in which to operate.

A widening and straightening program now underway will extend the width of the 139-mi. channel from 550 ft. to 800 ft. Many of the sharpest curves will be eliminated.

Already some 35% of the dredged channel has been widened and by the end of 1961 some 15 million cu. yd. of clay, stone, hardpan and shale will have been removed.

The job is expected to make easier the work of icebreakers crashing their way upstream.

The widened channel will be able to handle larger amounts of floating ice and no longer will sharp curves act as collecting areas for ice sent downstream by the breakers.

The great dream of Montrealers, of course, is that someday it will be possible to keep the St. Lawrence ice free the year around. Then Montreal harbor would move forward into a new era of profit and efficiency.

There are still many problems, technical and political, to be solved before that day arrives. In the meantime shippers are doing all they can to shorten the winter shutdown. They have had considerable success.

The 1960 navigation season opened at 12.20 p.m. on March 21 when **Canada Steamship Lines'** M/V Eskimo pushed into the harbor. It was the earliest arrival in Montreal records, beating the 1954 and 1958 dates by nine days.

Despite this exciting beginning, 1960 wasn't as good a year as many had hoped. During the first three months business was extremely brisk and new records seemed sure to be set. However the pace slackened during mid-season. This was to some degree a result of the long and bitter U.K. seamen's strike.

The last two months saw a new burst of activity, but it wasn't quite enough to beat the 1959 totals.

Here are the comparative figures:

	1960		1959	
	No. of Vessels	Net registered Tonnage	No. of Vessels	Net registered Tonnage
Deepsea or ocean-going Commercial	3,510	12,612,267	3,516	11,503,110
Coastal or inland Commercial	2,698	4,178,037	2,966	4,074,684

Final cargo tonnage figures are not yet available. However Guy Beaudet, Montreal Port Manager, estimates they were more or less equal to those for 1959 —just over 17.5 million tons.

Grain made up the largest single commodity handled, with about 96.5 million bu. shipped during 1960. This was 4% less than the year before, a drop largely accounted for by a decrease in U.S. grain shipments from 1959's 26 million bushels to 1960's 13 million.

Oil and petroleum products showed a 10% rise to more than six million tons.

Bituminous coal, which accounts for the harbor's third largest volume after grain and oil, continued its unhappy decline during 1960, falling 350,000 tons or 23% from 1959. Officials expect the drop to continue.

The British strike was felt particularly in passenger traffic, 1960 volume being 203,060, down 13% from the 1959 all-time record of 232,633.

Some $16 million was spent during the year on capital improvements to the harbor. This included new paving, dredging and improvements to buildings.

Given labor peace on the waterfront, and no serious decline in the national economy, Montreal harbor men are hoping for new records from the coming season.

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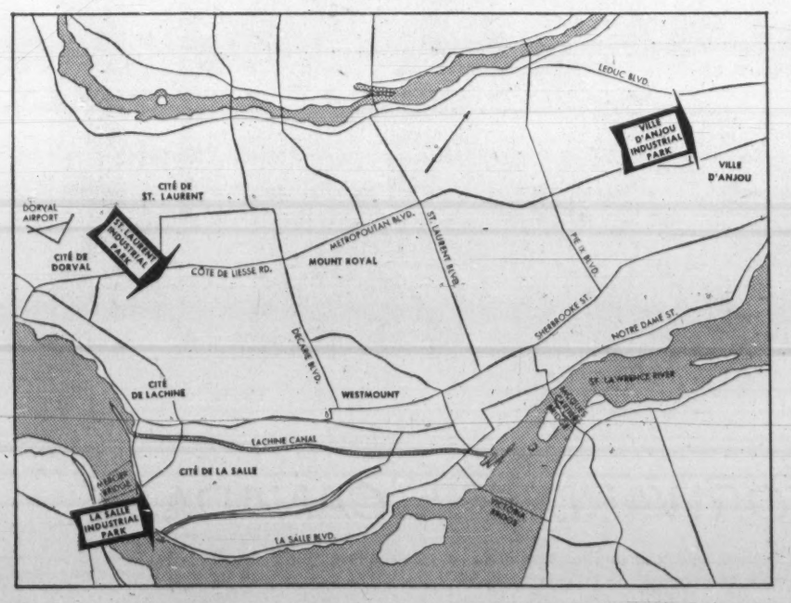

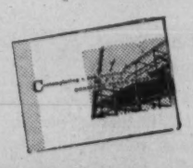

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Iron Output Forges Ahead

Iron output in Quebec is expanding rapidly. Expansion plans costing $500 million are expected to boost iron production by 20 million tons of concentrates annually by the mid-1960s.

The $500 million capital outlay covers three major projects and will not only benefit the province's economy but will also increase its importance in world iron trade.

While mine-making lags in many parts of Canada, development of the mighty Quebec-Labrador iron fields is surging ahead.

Three major projects with combined capital cost of over $500 million will boost the region's iron output by 20 million tons of concentrates annually by the mid-1960's

While only one of the new mines is located in Quebec, all three projects will enhance the province's economy and increase its importance in world iron ore trade.

Closest to completion is a vast $300 million project being developed by **Quebec Cartier Mining Co.**, a subsidiary of **U. S. Steel Corp.** Scheduled to go into production early this year, this development has an initial annual capacity of eight million tons of concentrates grading 66% iron.

Quebec Cartier's mine is at Lac Jeannine, 150 mi. north and slightly west of Seven Islands.

A multi - million dollar, 193 mi. railway linking the mine with a new, all-year 'round port built at Shelter Bay, 25 mi. west of Seven Islands, was completed late in 1960.

This is only the first phase of what could become a very much larger iron ore development for Quebec Cartier.

In addition to the Lac Jeannine ore body which has an estimated 400 million tons of reserves, company has uncovered five other major deposits in an area extending from Lac Jeannine, 100 mi. north to the base of Mt. Wright.

Presumably, one or more of these will be developed when iron ore demand warrants.

To prepare for this possibility, company has already mapped a route for the extension of its railway to Mt. Wright. Pilot plant work to establish the characteristics of ore from a deposit at Mt. Reid, 15 mi. distant from Lac Jeannine, has also been undertaken.

The Quebec Cartier project has already left an unmistakable mark on part of Quebec's rugged northland.

A new community called Gagnon has been carved out of the wilderness at Lac Jeannine. When the mining operation is fully developed, this centre will have a population of 5,000.

A hydro-electric development with an initial capacity of 60,000 hp. has been built on the nearby Hart-Jaune River. Capable of expansion, it will supply the power requirements of the mining operation and the town of Gagnon.

At Shelter Bay, Quebec Cartier has built a multi-million dollar port facility through which its iron ore concentrates will be shipped to market.

Building of the railroad between Port Cartier and the mine has opened up almost 200 mi. of the Quebec hinterland. Some authorities predict new communities will start springing up along the right of way in a few years.

At Lac Jeannine, Quebec Cartier has built a vast concentrator — reputedly the world's largest single iron ore beneficiating plant — to reduce annually 20 million tons of ore grading 30% to 32% iron into pellets containing 66% iron.

Mining will be by the open pit method. Reserves at Lac Jeannine are sufficient to keep the concentrator operating for 15-20 years.

Largest present Quebec iron ore producer is **Iron Ore Co. of Canada**

Unlike Quebec Cartier, IOCO so far has been mining and shipping high grade, direct shipping ore which, because of its natural high iron content, does not require beneficiation.

IOCO's mines, located at Schefferville, straddle the Quebec Labrador border. More than half of the ore produced comes from pits on the Quebec side.

In 1959, IOCO shipped just under 10 million tons of ore. This is a sharp decline from 13 million tons in the previous year.

Low steel production rate prevailing in the U. S. during most of 1960 is responsible for the decline. Company's 1961 prospects depend largely on recovery in the U. S. steel industry.

IOCO is working on a new major iron ore development at Carol Lake in the Wabush area of Labrador. Slated to go into production in the late summer of 1962, this project has annual capacity of seven million tons of concentrates. Capital cost is in excess of $150 million.

Also developing a project in the Wabush is **Wabush Iron Co.**, controlled by **Steel Co. of Canada, Interlake Iron Corp., Pickands Mather & Co.**, and **Youngstown Sheet & Tube.** The property is leased from **Canadian Javelin Ltd.**

Wabush is planning to bring its property into production in 1964 or 1965. Initial annual capacity is four to five million tons. According to some reports, capital cost is about $200 million.

IOCO and Wabush have jointly built a 42-mi. rail spur linking their properties with Mile 224 of IOCO's **Quebec North Shore & Labrador Railway.** Concentrates from the two developments will be shipped through Seven Islands.

When Carol Lake comes into production, it will give IOCO a year 'round iron operation. In the case of its direct shipping ore, company must now suspend operations during the winter months as the ore freezes.

Concentrates, having a lower water content, can be handled even in low temperatures.

IOCO is also reported to be considering using part of its Carol Lake output to enrich some of its direct shipping ore, thus giving the latter a higher iron content.

Far to the north on the shores of Ungava Bay, a vast iron ore development appears to be marking time for the present.

There, **Ungava Iron Ores Ltd.** — jointly controlled by the **Cyrus Eaton** interests and a consortium of German steel makers headed by **Alfried Krupp** — is seeking to establish a project with initial annual capacity of five million tons of concentrates.

Preliminary exploration work and much of the engineering and testing has already been completed.

This $30 million project would involve shipment of concentrates to a transhipment terminal to be established at Rype Island, Greenland, from where they would be moved to market on a year 'round basis. This is necessary because of the short Arctic shipping season.

Go-ahead on the Ungava project, at this stage, appears to rest with the German partners. They have not been able to make up their minds whether to proceed in Canada or seek ore sources in other parts of the world, such as Africa.

Also stalled is a small iron ore development in the Hull area, owned by **Quebec South Shore Steel Corp.** QUESCO would use Hull ore to feed a small, fully integrated steel mill, employing a direct electric reduction steel making process, which it hopes to build in the Montreal area. So far, however, QUESCO appears to have been unable to finance the mill.

In addition to the Hull property, QUESCO owns an extensive low - grade iron property, adjacent to that of Quebec Cartier Mining, in the Mt. Reed area of the Ungava.

Here's Where Capital Goes

Capital and Repair Expenditures in Quebec
MANUFACTURERS, 14 SUBGROUPS
1950-1960
($000,000)

	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950
Paper Products	88.8	71.5	79.8	94.3	92.3	89.1	62.1	59.0	66.6	66.6	45.1
Chemicals and Allied Products	58.3	35.4	38.8	55.9	53.8	25.8	24.4	27.4	44.1	21.7	15.8
Foods and Beverages	47.6	52.1	52.1	47.8	48.3	45.1	41.1	34.0	28.3	30.8	33.8
Non-Ferrous Metal Products	34.2	30.2	55.4	80.5	68.4	35.2	23.0	27.0	41.9	32.6	13.5
Iron and Steel Products	29.6	34.9	28.3	35.6	32.3	24.9	24.7	29.7	30.0	22.1	18.1
Textiles (except Clothing)	24.7	25.3	18.1	30.7	30.1	24.0	15.5	20.0	26.2	33.1	27.5
Transportation Equipment	22.7	30.8	45.8	26.2	18.0	15.9	17.2	19.0	20.4	12.0	12.1
Electrical Apparatus and Supplies	22.6	16.2	18.0	24.4	19.6	15.8	12.7	11.6	14.6	10.6	6.8
Products of Petroleum and Coal	21.6	44.1	22.3	22.2	27.8	40.2	33.9	11.7	12.7	13.7	19.1
Non-Metallic Mineral Prod.	20.6	42.1	20.1	26.2	25.7	20.8	25.5	18.6	13.2	11.7	10.4
Wood Products	10.4	14.0	11.4	15.3	12.4	11.9	10.2	12.4	8.2	12.4	9.3
Printing, Publishing and Allied Industries	9.9	18.6	15.5	15.7	9.3	8.9	7.1	4.5	4.6	6.7	5.5
Clothing (incl. Knitting Mills)	8.1	9.7	7.3	9.5	8.1	8.4	8.9	9.2	9.7	9.3	9.1
Leather Products	2.2	2.4	2.1	2.1	2.1	1.7	1.4	2.0	2.1	2.4	2.1

1959—preliminary; 1960—intentions

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RELIANCE ELECTRIC OPENS NEW DIVISION
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Mr. Norman J. McCartney, Vice-President and General Manager of Reliance Electric & Engineering (Canada) Limited, announced that the company has completed arrangements for the establishment of a new division in Quebec City. The Quebec division will provide the Reliance organization with additional facilities. At the present time Reliance operates two plants in Canada — Reliance Electric & Engineering (Canada) Limited, Welland, and Reliance-Reeves-Master Limited, Stratford, Ontario, both of which are subsidiaries of Reliance, Cleveland. The Canadian Head Offices are located in Toronto.

The Canadian operations of the Company are engaged chiefly in the manufacture of power and distribution transformers, and a wide range of A.C. and D.C. motors, motor-generator units and variable speed drives. The new Quebec operation will be known as "Les Transformateurs de Quebec" division of Reliance Electric & Engineering (Canada) Limited.

Company Reports

Financial

CONTINENTAL DISCOUNT CORP., La Sarre, net profit of $51,581 for year to Sept. 30/60 was up 37.3%. Name was changed from **Continental Loan Corp.** in fiscal 1960.

Active accounts were 5,469 at Sept. 30/60 (4,463 previous year).

Amos office is important contributor to earnings. New office was opened in Mont Laurier.

Company raised $1,054,900 in additional funds to undertake new business through sale of notes and debentures.

INCOME ACCOUNT		
Years Ended Sept. 30:	**1960**	**1959**
Net profit†	**$51,581**	**$37,570**
Less: Pref. divds.	19,929	13,337
Com. divds.	5,898	.....
Surplus for year	**25,754**	**24,233**

†Co. does not state amount of depreciation, interest, taxes or other costs in annual report.

Earnings per Share and Dividend Record:		
Pref. Cl. A & B:		
Earned	$3.68	$2.68
Paid: 5¼%	1.31¼	1.31¼
Paid: 6%	1.50	1.50
Common: Earned	0.27	0.22
Paid	0.05	....
Shares o/s at Sept. 30:		
Class A, $25 par	6,000	6,000
Class B, $25 par	8,000	8,000
Common, $1 par	119,000	112,000

BALANCE SHEET—MAIN ITEMS		
As at Sept. 30:	**1960**	**1959**
Cash	$425	$250
Accts. rec.	3,311,004	2,208,928
Total curr. assets	**3,320,115**	**2,213,762**
Fixed assets*	32,151	17,244
Total assets	**3,352,266**	**2,231,006**
Due bank	743,257	1,006,903
Other loans	654,490	98,300
Total curr. liab.	**2,114,905**	**1,538,548**
Long-term debt	669,100	159,200
Capital stock	469,000	462,000
Capital surplus	22,371	20,121
Earned surplus	76,890	51,137
*After deprec. of	17,616	9,311
Working capital	**1,205,210**	**673,214**

Gas

STEELMAN GAS LTD., Calgary, net profit for first full operating year, to Sept. 30/60, was $106,281. For 10-month operating period to Sept. 30/59 net loss was $346,372.

Total throughput at plant was 9.52 billion cu. ft., averaging 26.1 million cu. ft. daily, up 20% on 1959 daily average. Restricted oil sales from Steelman field reduced gas volumes available to company's plant below those anticipated.

President J. P. Gallagher says propane recovery increased to 90% (from 75%) of the available product in the raw gas.

Underground storage facilities at Melville, Sask., were increased by four million gals. to over 10 million gals.

INCOME ACCOUNT		
Years Ended Sept. 30:	**1960**	**1959**
Net earnings	$1,069,151	$408,259
Less: Deprec.	405,184	307,255
Interest	501,956	395,267
Amort. preprod. exp.	24,929	24,052
Amort. debt disc.	30,801	28,057
Net prof. & surp.	**106,281**	**4346,372**

4Loss and deficit.

Earnings per Share and Dividend Record:		
Common	$0.10	d$0.31
None paid.		
Shares o/s at Sept. 30:		
Common, $1 par	1,100,000	1,100,000

BALANCE SHEET—MAIN ITEMS		
As at Sept. 30:	**1960**	**1959**
Cash, notes, deps.	$384,045	$108,066
Inventories	153,113	339,969
Total curr. assets	**833,339**	**743,640**
Bd. amort. fund	877,720	536,477
Fixed assets*	9,587,469	9,938,521
Total assets	**11,696,261**	**11,670,714**
Bank loan	212,500	50,000
Total curr. liabs.	**1,046,102**	**969,941**
Deferred liabs.	.....	453,255
Long-term debt	8,140,250	7,901,250
Capital stock	1,100,000	1,100,000
Paid-in surplus	1,650,000	1,650,000
Deficit	240,091	346,372
*After deprec. of	716,630	306,780
Working capital4	**212,782**	**144,301**

4Excess of curr. liabs. over curr. assets.

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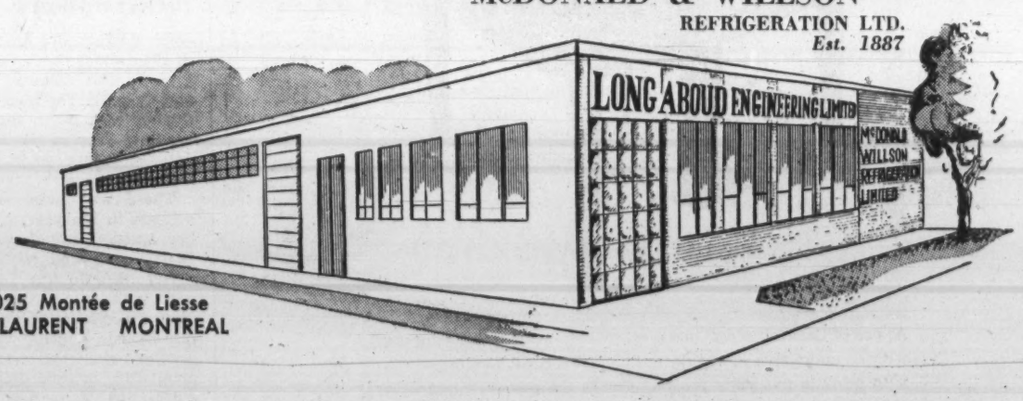

3025 Montée de Liesse
ST. LAURENT MONTREAL

Long-Aboud Engineering Limited, fully integrated air-conditioning contractors, will shortly move into new facilities for the manufacture and assembly of air-conditioning installations for its many projects across Canada. The new building will incorporate up-to-date advances in its field of operations that will make it the most efficient in its field. The use of these facilities will be reflected in greater speed, efficiency and economy, the combination of which provides a formidable factor in the contracting industry.

By co - ordinating the operations of our associate service company, **McDonald & Willson Refrigeration Limited,** with these manufacturing and technical facilities, the servicing of our installations promises to be smooth and trouble-free.

Coinciding with the opening of our new plant will be an announcement of expansion of facilities for 24-hour service by McDonald & Willson to all users of air-conditioning, including commercial installations and the general public.

IN 15 YEARS OF CONTRACTING OUR COMPANY HAS FULFILLED ABOUT 200 MAJOR INSTALLATIONS, SOME OF WHICH ARE LISTED BELOW:
Bank of Montreal (new head office) • Bell Telephone Company (main toll building) • Montreal Star Building • Robert Simpson Montreal Limited • Memorial University (St. John's, Newfoundland) • Mutual Life Assurance Company (Montreal main building) • Mercantile Insurance Company (St. Hyacinthe, P.Q.) • Royal Victoria Hospital • RCAF Pinetree Radar Stations • Canadian Pratt & Whitney (Longueuil, P.Q.) • Courtaulds & TCF Buildings (Cornwall, Ont.) • Imperial Tobacco Company (St. Malo plant) • C.B.C. Headquarters Building.

Transport Centre Of Canada

Montreal is a key transportation hub with spokes stretching throughout Quebec, across Canada and around the world.

It is headquarters for Canada's two major railways, Trans-Canada Air Lines and a number of shipping lines.

Indeed transportation is big business in Quebec.

Canadian National Railways, for instance, employs some 24,000 in the province and has an annual payroll of about $100 million. Canadian Pacific Railway employs 20,000 and pays some $82 million.

A SKILLED STAFF and the finest of equipment serves both aviation and marine communications in the communications centre of the Department of Transport's new air terminal building at Montreal's international airport (Dorval).

Here are some of the main transportation activities in Quebec today:

CPR last year constructed new transportation facilities throughout Quebec to serve private industry's new plants — additions that reflected the continuing growth of the province.

Among new plants locating on CPR lines, including subsidiary **Quebec Central Railway,** were **Walter M. Lowney Co.,** with a new $5 million chocolate manufacturing plant at Sherbrooke, which will eventually employ more than 1,000; and a $2 million office and warehouse owned by **Drummond McCall & Co.,** under construction on the Meadowbrooke development site at Lachine.

Communication facilities operated by Canadian Pacific in the province continued to expand. The microwave system from Montreal has been completed to Dalhousie, N.B., from which point television service is provided into New Carlisle, Que.

These facilities are jointly owned and operated by CN-CP railway communications. Further extension of this system is under construction from Dalhousie to Moncton, N.B. and will be completed early in 1961.

Another innovation during 1960 was the introduction of a high-speed facsimile "Wirefax" service between Montreal and Toronto.

The system, also a CN-CP operation, is the first of its kind in Canada for public use and instantly transmits and reproduces an exact copy of typed or handwritten letters, reports, drawings, sketches and documents.

Previously, the two railways introduced another type of "Wirefax" in the early 1950's for the Department of Transport for transmission of weather maps between Eastern and Western Canada. This service is referred to as "Weatherfax."

Canadian Pacific's integrated data processing at Windsor Station headquarters in Montreal, which handles different phases of the railway's operations, developed a working integration of transportation data collection and processing over a very broad field.

With large segments of the basic paperwork of the company now fully mechanized, emphasis has moved to refinements to provide more sophisticated control information and improvements, in the nature of business intelligence made available for management purposes.

Expanding demands have taxed the capacity of the IBM 705 high speed electronic computer. Replacement of the present computer will be made late in 1961 by a new model — a transistorized unit — rated six times faster internally.

Canadian Pacific Steamships operated three White Empresses on its St. Lawrence passenger season between Liverpool and its western terminal at Montreal in transAtlantic service.

CPS also operated five of its "Beaver" class cargo vessels and a number of charter vessels between the U.K. — Continental ports — Montreal and the Great Lakes.

The new Canadian Pacific flagship Empress of Canada will make her maiden voyage to Montreal, May 1, joining the sister-ships Empress of England and Empress of Britain in the trans-Atlantic service.

The Empress of France, which made her final voyage last November, after 12 post-war years of service, has been sold.

This spring, Montreal will be the site for the completion and opening of two major undertakings by CNR — the Montreal Yard, the largest automatic hump retarder yard of its type in North America, and the 17-story headquarters office and garage building, built to house the headquarters employees in the Montreal area.

The Montreal Yard, one of four CNR hump yards across Canada, and the second to open, will cost $28.5 million.

The headquarters building, south of Central Station will cost $17.5 million.

These two construction projects are part of a vast program of modernization and rehabilitation underway on the railway. In the past decade, CNR has spent more than $1,000 million on improvements —a large share of this in the province of Quebec.

During 1960, a $2.5 million yard at Joffre was completed. In Montreal, a $4 million diesel maintenance shop went into operation and improvements to the Montreal freight terminals were finished at a cost of $7 million.

Centralized traffic control, being introduced on the CNR system on a planned basis went into operation on the Rouses Point subdivision from Brousseau to Cannon Junction. The system CTC program is scheduled for completion in 1965.

In association with the Post Office department, CNR inaugurated mail service by piggyback between Toronto and Quebec City on a trial basis. The service shortens delivery time by about six hours.

Passenger service for Montrealers was improved last year with the introduction of more trains operating on a two-hour schedule between Montreal and Ottawa.

Zone fares were instituted in the Montreal commuter area to ease ticketing processes and speed up service. Stations on the Montreal-St. Eustache commuter line were repainted in bright and contrasting colors as a further improvement to the service.

The Queen Elizabeth Hotel, owned by CNR and operated by **Hilton of Canada,** shows increasing revenues. It was named Canadian Hotel of the Year by members of the Commercial Travellers Association of Canada.

Progress being made on the long-range development for other CNR property around Central Station in Montreal is indicated by the rise of steel and concrete for the striking 40-story Cruciform office building that will dominate the Place Ville Marie project by Webb and Knapp of Canada.

CNR alterations at the mouth of the Mount Royal tunnel for the project neared completion during 1960.

Work continued on the station alterations under the Queen Elizabeth Hotel, and in 1961 more than $1 million will be spent to improve the ventilation system at track level under the Station.

New CNR branch line construction to open up potential mining areas continues in Quebec. Last year, plans were announced for a 60-mile line for movement of zinc concentrate from Mattagami Lake Mines in northwestern Quebec. Branching off from the Chibougamau line opened in 1957 the new link will cost $9.6 million and will be completed by the end of 1962.

By the end of 1960, a $5 million dollar main-line diversion from Turcot West to Dorval was 75% complete.

As well, more than $1 million will be spent to extend the Montreal Nazareth steam plant.

Quebec skies echo to the roar of DC-8s and Boeing 707s in the jet age.

Jet services now link Montreal with London, Paris, Rome, Brussels, Amsterdam, Copenhagen, Zurich, Dusseldorf, Mexico City, Chicago and a number of other international and Canadian traffic points.

TCA operates services from Montreal to all parts of Canada and to Europe. **Canadian Pacific Air Lines** uses Montreal as its eastern trans - continental terminus and to originate flights to Europe.

Quebec's home-based airlines have expansion plans and are anxiously awaiting the results of Air Transport Board hearings now underway. **Quebecair Ltd.** uses two types of modern turboprop airliners on its services linking Montreal with communities to the east. They are the F-27 Friendship and the locally built **Canadair** 540.

Quebecair has ambitions to link its services with Newfoundland's **Eastern Provincial Airways** to offer an interconnected service between that province and Montreal. It also has plans to expand west toward Ottawa and southern Ontario.

Another Quebec air carrier also has ideas for expanding west. This is **Nordair Ltd.,** a subsidiary of **Maritime Central Airways.** If it gets the nod from the ATB, Nordair hopes to fly between Montreal and Toronto and other Ontario points.

Meanwhile MCA hopes to extend its present Atlantic Provinces service west to Montreal.

Should both applications be successful it would mean virtually a second major airline running parallel to TCA in Eastern Canada.

Airmen are certain ATB will grant some, if not all, the requests. If it does Quebec will receive a new shot in the transportation arm.

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In Step With The Growth of Canada's Largest Province . . .

As one of Canada's oldest and most reliable piano manufacturers, with an impressive record since 1871, Willis & Co. Limited points with pride to its steady progress during the past sixty years, in step with that of Canada's largest province. Significant of this growth has been the establishment of a 2nd Willis store in Montreal, quite apart from those in Quebec City, Three Rivers and other provinces. All conveniently located to give you utmost in sales and service.

Such continued expansion points up the wide acceptance of Willis pianos and can best be attributed to their superlative craftsmanship, and the Willis Company's high integrity and rigid insistence on complete customer satisfaction.

WILLIS & CO. LIMITED

MONTREAL

Construction

(CONT'D FROM P. Q-8)

were down more than 20% in 1960, about the same as the drop in the Atlantic region and Ontario. The decrease in Quebec was much less than the 35% drop in the Prairies and the 45% drop in British Columbia.

There was some leveling off late in the year, November starts being down only 12.8% compared with 1959.

According to J. A. Lowden, past president of the Canadian Association of Real Estate Boards, housing starts in greater Montreal were off about 26% in 1960, following a drop of 17% in 1959.

Referring to the buyer's market, he said: "With an uncertain economic climate confronting us for the next few years, this condition could become greatly aggravated."

Statistics on real estate activity are indicative of housing market activity which, according to Lowden, follows the pattern closely.

The peak in postwar real estate activity in Montreal occurred in 1950 where there were 14 transactions per 1,000 of population. From 1951 to 1956, it remained stable between 10 and 11 transactions per 1,000. Since 1956 it dropped steadily until in 1960 it fell to six transactions per 1,000.

A growing problem in Quebec is lack of serviced land. Strong demand is forcing prices upward and, in many cases, availability of land is more of a problem than construction costs.

Average cost of a lot for the typical NHA house has increased from around $500 to more than $2,500 in the last 10 years.

A tenants' market in the apartment field will provide some alleviation until growth factors catch up with overconstruction of some types of multiple dwellings.

IDB's Loans Up in December

MONTREAL (Staff) — Loans and investments of **Industrial Development Bank** at Dec. 31/60 of $105,918,214 were 0.43% higher than $105,469,646 at Nov. 30/60.

December disbursements were $3,001,184. ($2,054,694 in Dec./59). Repayments were $2,553,310 ($2,255,130).

Here is comparative statement of assets and liabilities:

	1960	
	Dec. 31	Nov. 30
Assets:		
Cash on hand or in bank	$311,831	$116,113
Loans & investments	105,918,214	105,469,646
Prop. held for sale	285,651	286,898
Guar. & u/w agree.	52,574	79,226
Other assets	1,275,937	1,305,216
Total assets	107,844,207	107,257,099
Liabilities:		
Capital, paid-up	25,000,000	25,000,000
Reserve fund	14,316,786	14,316,786
Reserve for losses	2,500,000	2,500,000
Bonds & debs. o/s	64,700,000	64,500,000
Liabs. under guar. & u/w agree.	52,574	79,226
Other liabilities	1,274,847	841,087
Total liabilities	107,844,207	107,257,099

CFCF-TV

An investment in the future of Montreal and in the Province of Quebec.

Since 1919, when Marconi established Canada's first radio station, the call letters have stood for quality broadcasting in Montreal.

Now, with the successful launching of CFCF-TV —these famous call letters signify still another first: the first privately-owned television station to be established in Montreal, Canada's largest city.

This investment signifies our great faith in the future of Montreal, and in the future of the Province of Quebec.

CHANNEL 12 MONTREAL

A DIVISION OF CANADIAN MARCONI COMPANY

$420 Million Worth of Chemicals

Quebec's chemical industry produces about 30% of the Canadian output. The 1960 output of chemicals and chemical products has risen from $400 million in 1959 to $420 million.

The industry's spending on new equipment rose 50% over 1959. This reverses the sharp decline of previous years.

Traditionally a potent force in the economy, the Quebec chemical industry produced an estimated $420 million worth of chemicals and allied products in 1960, up from around $400 million in 1959.

This is about 30% of the Canadian output, a proportion that has remained constant in recent years.

A moderate advance is expected this year.

"The increase in chemical output during the year compared favorably with the industry's average growth rate over the postwar period as there was little change in prices, but much of the improvement arose from export demand," said Peter C. Allen, president, **Canadian Industries Ltd.**

Higher sales in the industry did not bring a corresponding increase in profits, although the performances of individual companies varied widely.

Final figures may show that earnings of the chemical manufacturers fell below the 1959 level.

In 1960 the industry's outlays on new capital equipment in Canada rose by 50% from 1959 to $115 million, reversing the sharp decline of the previous years.

A good deal of Quebec's most recent chemical expansion has been for facilities not previously manufactured in Canada.

One example: titanium pigments.

Three years ago **Canadian Titanium Pigments Ltd.** opened a $15 million plant at Varennes on the south shore, opposite the eastern tip of Montreal Island. Company is a subsidiary of **National Lead Co.**

Now **British Titan Products (Canada) Ltd.** is building a $16 million plant, down river at Tracy, Que., a short distance from Sorel. It will be completed in mid-1962.

The new company is a subsidiary of **British Titan Products Co.** which has been selling tioxide pigments in Canada since 1950. Until it entered the market, Canada imported its full supply from the U. S.

Soon Canadian subsidiaries of U. S. and U. K. giants will be fighting for the domestic market which absorbs 25,000 tons, worth $12 million annually.

This demand is expected to double in the next 10 years.

The paint industry is the biggest consumer but the paper, rubber and plastic industries are taking increasing quantities of white pigments to satisfy demands for brighter colors in a wide range of everyday commodities.

Two other Canadian firsts achieved in Quebec:

- **Production of pentaerythritol tetranitrate, used chiefly** in blasting accessories such as detonators.
- **Production of maleic anhydride, an important intermediate** used in manufacture of polyester resins.

Canadian Industries Ltd. opened the "PETN" plant at Beloeil, Que., last fall. It consists of two buildings somewhat resembling sod-covered pyramids. Walls are reinforced concrete 1 ft thick, covered by 4,000 tons of sand per building and topped by the sod.

Crude "PETN" is made in one building and refined in the second building. Raw materials are pentaerythritol, nitric acid and acetone, all obtained from Canadian manufacturers.

Monsanto Canada Ltd. opened Canada's first maleic anhydride plant in Ville La Salle late in 1960. With annual capacity of six million lb., it is large enough to assure a domestic source of supply for Canadian manufacturers for many years, company says.

However the Canadian market for maleic anhydride has been expanding rapidly and the growth rate is expected to continue.

Maleic anhydride is a versatile chemical. It is used as a basic ingredient in hundreds of products that are, in turn, used in paint, resins, coatings, detergents, rubber, food processing, oil additives, dye manufacturing and as a building block in chemical synthesis.

Shawinigan, on the St. Maurice river, is the chemical centre of Quebec. **Shawinigan Chemicals Ltd.** has important operations in the area and during the third quarter of 1960 its new sodium cyanide plant started up at Shawinigan East. It is adjacent to the company's sulphuric acid, and caustic soda and chlorine plants.

At Ste. Thérèse, **Reichhold Chemicals (Canada) Ltd.** is boosting productive capacity for phthalic anhydride from seven million to 12 million lb. annually and, at St. Jean, **Cyanamid of Canada** has expanded its facilities for production of Formica laminated plastics.

Beside building its maleic anhydride plant, Monsanto has expanded its polyvinyl chloride capacity by about 40% and has increased its plasticizers unit capacity to 12 million lb. annually.

Quebec's petrochemical industry is located at the eastern tip of Montreal island which has the largest concentration of refineries in the Commonwealth. These refineries and cracking plants produce ample reactive gases for chemical synthesis.

In this area **B.A.-Shawinigan Ltd.** has increased phenol and acetone capacity by 20%. It is now about 45 million lb. annually, more than triple original capacity.

Union Carbide Canada Ltd.'s Montreal East plant has been undergoing continuous expansion since 1955, its first year of manufacture. A third major expansion in polyethylene production has boosted capacity to 65 million lb. annually.

To be completed this year is the doubling of facilities for production of ethylene oxide and oxide derivatives.

The pulp and paper industry, which accounts for nearly 10% of the value of all Quebec manufacture, is dependent on a great volume and variety of chemicals.

This industry uses substantial tonnages of caustic soda for digesting wood to pulp, sulphur and sodium sulfate. For bleaching pulp it consumes large amounts of chlorine, sodium chlorate and hydrogen peroxide.

Caustic soda, soda ash and many other chemicals, including lime and calcium carbonate, are used in processing. Aluminum sulfate is used for coating and sizing paper.

Increased amounts of synthetics and other resins are being employed in paper production. Resins increase water resistance and wet strength in paper cups, tubular containers, kraft bags and board, cheques and ledgers.

Resin combinations and other chemical treatments increase strength and absorbency in paper napkins and towels. A wide variety of specialized chemicals are used for coating papers for special printing inks and printing processes.

Use of electric power to effect chemical changes is one development in which Quebec has been outstanding. And with huge untapped hydro resources still available, Quebec will continue to provide ample cheap power for the chemicals industry.

Garneau, Boulanger Ltd.

Investment Dealers

105 Mountain Hill QUEBEC, Que.

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Company Reports

Beverages

DOW BREWERY LTD., Montreal, consolidated net profit for year to Oct. 31/60 was $3,001,030, down 11.8%.

Higher costs reduced earnings. Sales were about the same.

CONS. INCOME ACCOUNT

Year Ended Oct. 31:	1960	1959
Net oper. income	$7,619,813	$8,561,706
Add: Prof sale assets etc.	146,093	116,008
Net earnings	7,765,906	8,677,714
Less: Deprec.	1,736,024	1,814,584
Deb. int.	70,852	120,369
Res. for taxes	2,958,000	3,341,000
Net profit	3,001,030	3,401,761
Less: Pref. divds.	194,250	194,250
Com. divds.	1,082,058	1,082,058
Surplus for year	1,724,722	2,125,453
Times Debenture Interest Earned:		
Before deprec.	109.61	72.09
After deprec.	85.11	57.02
Earnings per Share and Dividend Record:		
Preferred	$27.04	$30.65
Paid	1.75	1.75
Common	3.89	4.45
Paid	1.50	1.50
Shares o/s at Oct. 31:		
Pref., $25 par	111,000	111,000
Common, n.p.v.	721,372	721,372

CONS. BALANCE SHEET—MAIN ITEMS

As at Oct. 31:	1960	1959
	$	$
Cash & invest.	10,317,672	5,672,804
Inventories	4,839,213	4,259,814
Loans, affil. cos.	.....	9,000,000
Total curr. assets	19,463,325	23,921,348
Adv. to affil. co.	5,000,000	.....
Fixed assets*	14,419,381	14,880,694
Total assets	40,705,415	40,526,851
Total curr. liab.	3,652,458	4,198,616
Funded debt	2,000,000	3,000,000
Capital stock	8,185,285	8,185,285
Surplus	26,867,672	25,142,950
*After depr. of	19,452,300	17,942,135
Working capital	15,811,067	19,722,732

Iron and Steel

DOMINION BRIDGE CO., Lachine, had consolidated net loss of $2,116,778 for year to Oct. 31/60. Fiscal /59 consolidated net profit was $4,468,273.

Loss reflects cost of strike to company at all but two of its plants in /60 for 11 to 14 weeks. Substantial part of loss is recoverable through i come tax credits against future tax liabilities and through revenue accruing from work to be completed following years, President H. G. Welsford says.

Strike was called by union on its demand for nation-wide (master) contract covering all company plants where it had bargaining rights. Final settlement was on local basis. It results in higher hourly employment costs averaging 3.6% over two-year period with terminal increase of 4.8%.

New fabricating plant and warehouse in Regina opened in May but was closed during strike.

Capital expenditures were $2,347,592. Further $585,786 was authorized but unspent at Oct. 31/60.

Tonnage of unfilled work on books at Oct. 31/60 was down 26% from year earlier.

CONS. INCOME ACCOUNT

Yrs. Ended Oct. 31:	1960	1959
	$	$
Sales	116,377,343	123,347,979
Net oper. inc.	▲636,613	11,701,928
Add: Cap. gains	120,704	59,228
Net earnings	▲515,909	11,761,158
Less Deprec.	1,887,842	2,213,816
Inc. tax*	+286,973	5,079,067
Net profit	▲2,116,778	4,468,273
Less: Dividends	2,569,755	2,569,755
Surplus for year	▲4,686,533	1,898,518

▲Loss or deficit. †Recovery.

*Reduced by $30,420 in 1960, $117,567 in 1959 due to claiming excess depreciation for tax purposes.

Earnings per Share and Dividend Record:		
Common	d$0.82	$1.74
Paid	0.80 + 0.20	0.80 + 0.20
Shares o/s at Oct. 31:		
Common, n.p.v.	2,569,755	2,569,755

CONS. BALANCE SHEET—MAIN ITEMS

As at Oct. 31:	1960	1959
Cash & mkt secs.	$2,795,962	$1,077,656
Uncom. contr. (net)	8,217,405	10,527,917
Inventories	20,426,797	17,637,696
Total curr. assets	48,043,043	50,651,649
Invest. in subsids.	2,170,781	2,176,782
Fixed assets*	50,811,519	48,836,589
Total assets	101,025,343	101,665,020
Due bank	9,003,115	4,608,732
Total curr. liab.	15,718,814	13,791,459
Deprec. res.	28,759,890	27,214,623
Capital stock	15,921,366	15,921,366
Surplus	40,625,273	44,737,572
Working capital	32,324,229	36,860,190

Financial

CHARTERED TRUST CO., Toronto, net profit was $372,012 in 1960, up 1.5%.

Profits and losses on securities sales and income taxes applicable thereto have been excluded from 1960 statement and recorded in reserves for investment, President H. E. Langford says. Change does not materially affect 1960 net profit, he says. In prior years, profits and losses on these transactions were included in net profit for year.

Estates, trusts and agencies account rose 4.3% to over $132 million.

Reserve fund was increased to $2.5 million on a $200,000 transfer.

	1960	1959
Liabs to pub., etc.*	$44,890,313	$36,911,002
Sh'holders' equity	4,311,696	4,319,584
*Secured by:		
Mortgages	22,117,465	16,903,154
Office premises	607,214	597,225
Liquid assets▲	26,677,330	23,726,257
Total	49,402,009	41,226,636
▲Includes bonds and stocks.		
Estates account	132,039,218	126,614,533
Net profit	372,012	366,678
Earned per Share	$4.13	$4.07
Paid	2.00	1.00

ONE just cannot do the job in French Canada!

It's a sheer impossibility to try and cover the entire French-speaking market with just one newspaper—no matter how big it is! There is just no such thing as a "provincial" daily paper. Even the largest French language daily in Montreal merely scratches the surface of the big market outside its immediate 18-county trading zone area.

Outside of Montreal, there are more than 542,800 French-speaking households. And what coverage do you get with Montreal's largest French language daily? A widely scattered circulation of only 43,883—that makes virtually no impression in all those alert and prosperous counties of Quebec Province and the Ottawa Valley where a rich and growing market waits for you!

HERE'S THE PROOF!

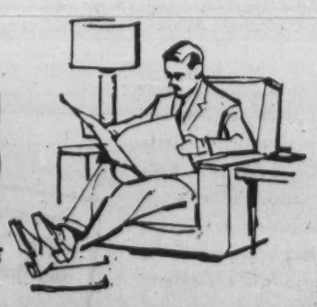
Comparative coverage by "Leading French Dailies" and "La Presse", in important markets of French Canada outside of Montreal:—

		City Zone Circulation (ABC—March 31, 1960)	
		Local Daily	La Presse
Québec	Le Soleil— L'Événement-Journal	62,197	5,066
Saguenay	Le Soleil au Saguenay	23,059	2,347
Sherbrooke	La Tribune	11,862	1,748
Trois-Rivières & Shawinigan	Le Nouvelliste	21,236	3,757
Granby	La Voix de l'Est	4,075	703
Ottawa - Hull	Le Droit	21,534	482

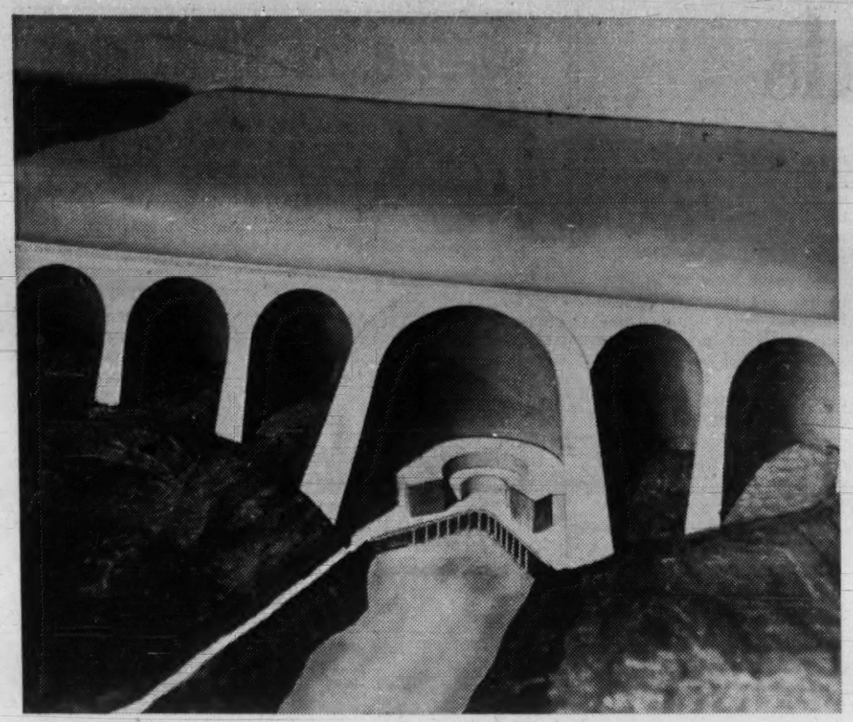
The "Leading French Dailies Outside of Montreal" each give you better than 80% coverage in their respective city zones . . . reach far and deeply into the rich and important part of French Canada beyond the Montreal trading zone limits.

LEADING FRENCH DAILIES

OUTSIDE OF MONTRÉAL



LE SOLEIL — L'ÉVÉNEMENT-JOURNAL QUÉBEC CITY	LE NOUVELLISTE TROIS-RIVIÈRES	LA TRIBUNE SHERBROOKE	LE DROIT OTTAWA	LA VOIX DE L'EST GRANBY
A.B.C. 129,876	A.B.C. 33,952	A.B.C. 34,618	A.B.C. 32,986	A.B.C. 10,738



THIS HUGE DAM, to be erected by Hydro-Quebec below the outlet of Lake Manicouagan, will be the highest multi-arched structure of its kind in the world.

Hydro Power

Meeting the Demands

There is a growing demand for power and Quebec is meeting the need. The province's installed turbine capacity is 12.5 million hp. Some 1.1 million was added in 1960 and plants under construction are expected to add another 600,000 hp in 1961.

The hum of hydro-electric power generating installations is increasing in Quebec.

And with vast unharnessed water resources awaiting their summons to produce, tremendous new hydro power plant expansion is scheduled to meet rapidly growing demand.

● **Quebec - Hydro Electric Commission plans capital expenditures** of $724 million in the five-year period ending with 1964.

● **Shawinigan Water & Power Co. expects to start this year** on construction of new power facilities which will absorb $210 million before the end of 1964.

● **Aluminum Co. of Canada's capital expenditures likely will slacken** in the immediate future as the company has just completed a 10-yr. program of construction of hydro-electric facilities for aluminum production in Canada.

A million hp has been added to company's installed capacity in the Saguenay region.

Richly endowed with water power resources, Quebec has installed turbine capacity of 12.5 million hp, about 44% of the Canadian total but still less than 40% of its feasible turbine installation. Some 1.1 million hp was added in 1960 and plants under construction are expected to add another 600,000 in 1961.

Largest powerhouse in Canada is Quebec Hydro's Beauharnois development on the St. Lawrence River with capacity of 2.2 million hp. A new third section of this plant, just completed, contains 11 generating groups of 73,700 hp apiece.

Also important producers are the Bersimis powerhouses with combined installation of two million hp — the fifth and final unit of Bersimis No. 2 was completed late in 1960 — and Alcan's 1.2 million Shipshaw plant on the Saguenay River.

Quebec Hydro's generating project at Carillon on the Ottawa River will be introduced into its southwestern distribution system toward the end of 1962.

Carillon will be operated as a peak load plant with installed capacity of 840,000 hp. The 1,300 ft. long powerhouse will utilize a 62-ft. head and will contain 14 generating groups of 60,000 hp apiece.

Three will be ready in late 1962, nine others will follow in stages until 1966 and two will be held in reserve.

As the Quebec government plans to make no more hydro concessions of any significant size to private interests, it appears that Quebec Hydro, created in 1944 as a crown agency, will assume more and more the burden of development.

Annual expansion of the Commission has been running beyond $100 million and in the five years ending 1964 it will be around $145 million a year.

In the following five-year period, expenditures for expansion will reach $200 million annually, according to Hydro forecasts.

Quebec's hydrographic system includes 23 rivers over 100 mi. long. Untapped power resources include perhaps as much as 10 million hp at the south end of James Bay and 10 million in the Ungava Bay region.

Already potential sites on the little known Nottoway River in the James Bay area are under investigation.

Most exciting immediate developments will take place on the Manicouagan and Outardes rivers.

With courses running parallel through the North Shore wilderness and flowing into the St. Lawrence above Baie Comeau, they will combine their hydro potentialities to create Quebec's principal source of power.

Cost will be $2,000 million.

Three waterfalls on the Manicouagan will realize some 3.7 million hp while two sites on the Outardes will provide 1.4 million hp. Regulation of river flows will increase capacity of plants of the **Manicouagan Power Co.** and the **Quebec North Shore Paper Co.,** so that in all the developments will account for six million in new hp.

Blueprint calls for first power to be delivered in 1965 and completion of the project in 1975.

Shawinigan, which had an increase of about 12% in sales of electricity in 1960, is operating at a very high load factor.

Two proposals for new sources of power are being considered:

- **Another site on the mighty St. Maurice River** which already possesses two million hp capacity.
- **Thermal** plants.

Company engineers have been studying a site on the St. Maurice 165 mi. above Trois Rivieres. It has a 113,500 kw potential.

If company builds a steam power plant it likely will be on deep water along the St. Lawrence River in the Trois Rivieres area.

Studies already have been carried out and the company should be ready to announce a decision soon.

World's Highest Multi-Arched Dam

The world's highest multi-arched dam will be a feature of **Quebec Hydro - Electric Commission's** $2,000 million development of the Manicouagan and Outardes rivers.

Located a short distance below the outlet of Lake Manicouagan, 125 mi. northwest of Baie Comeau and 470 air mi. from Montreal, the massive concrete structure will be 4,000 ft. long and 650 ft. high.

Some 2.5 million cu. yd. of concrete will be required for this structure whose base, at its central point, will be 600 ft. wide.

Construction of a conventional gravity type dam would require three times as much concrete.

Supports of the main arch will be 450 ft. apart, with those of the other spans 295 ft. apart. The power plant will be incorporated into the base of the main arch and will contain eight generating units of some 200,000 hp. apiece.

This construction will permit creation of a reservoir embracing an area of 800 sq. mi. and capable of impounding some 5,000 billion cu. ft. of water.

The reservoir will be among the largest in the world, ranking with the Salto de Aldesdavilla watershed in Spain and the Kariba counterpart on the Zambezi River in Southern Rhodesia.

It will require eight years to fill this reservoir to its required level of 1,180 ft. above sea level, while a like amount of time will be needed for construction of the dam. Construction of both reservoir and powerhouse will proceed concurrently, with the level of the accumulating water being maintained 50 ft. below the height of the rising dam.

This 1.5 million hp. powerhouse, to be known as Manicouagan 5 because of its location on the fifth series of waterfalls from the mouth of the river, will benefit from a 505-ft. drop of water. Accordingly, the dam will serve a dual purpose—creation of an immense reservoir and concentration of the 505-ft. head of water at this point.

Seven generating groups of 150,000 hp. apiece will be contained in the Manicouagan 3 powerhouse, situated 50 mi. from the mouth of the river at the third set of falls. Here, a rock-fill dam will hold back some 350 billion cu. ft. of water at an elevation of 675 ft. above sea level.

An underground powerhouse, similar to the Bersimis I structure, will be constructed, with turbines operating under a 310-ft. head.

The second series of falls, located some ten mi. from where the Manicouagan flows into the St. Lawrence, will be the site of the outdoor Manicouagan 2 plant.

It will incorporate ten generating groups of 110,000 hp. apiece. The upstream and downstream elevations will be 365 and 125 ft., respectively, providing a 240-ft. head.

Surveys have indicated the Outardes can handle important power-developing projects at Mile 58 and at Mile 45, so designated because of the distances from the juncture with the St. Lawrence.

The Outardes 58 generating station will have an installed capacity of 700,000 hp. under a 425-ft. head. A storage dam will permit creation of a reservoir containing 650 billion cu. ft. of water 1,150 ft. above sea level.

Operating under a similar head — the upstream and downstream above-sea levels being 725 and 300 ft., respectively—the Outardes 45 plant will have an installed capacity of 740,000 hp.

No decision has been reached yet about transmission line voltage. Leaving the five powerhouses, lines will be directed toward Quebec City and Montreal.

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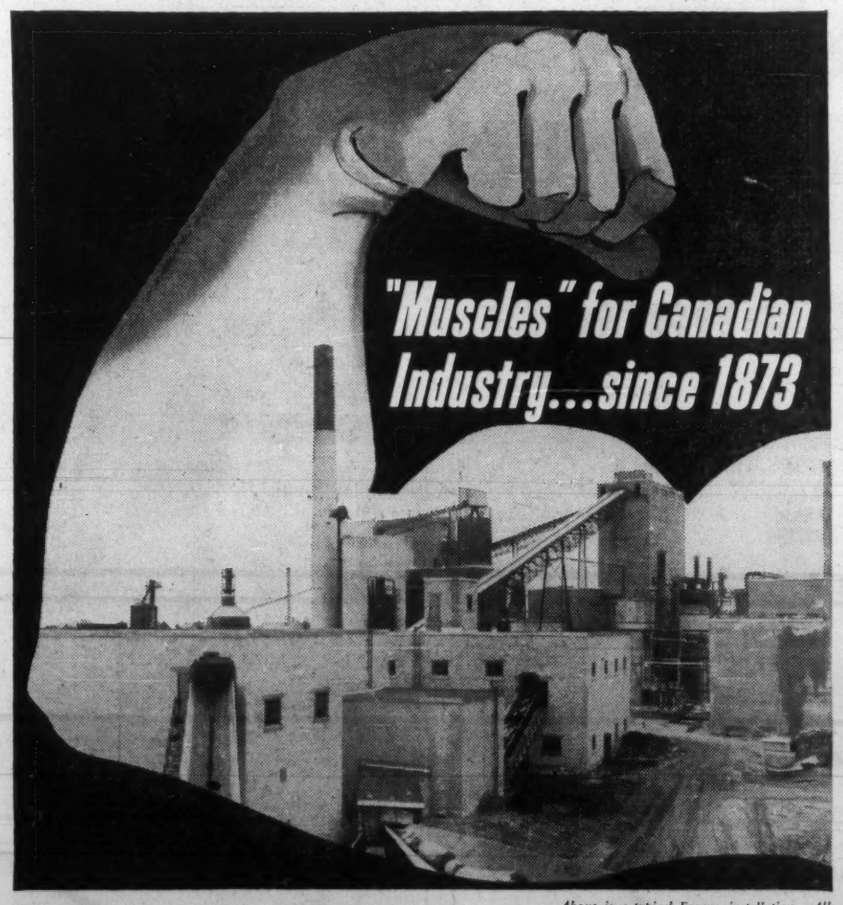

Above is a typical Forano installation. All conveyors in this photo of the Thurso Pulp and Paper Mill at Thurso, P.Q., were built by Forano.

Because Forano has been building better power transmission, conveying, sawmill and road building equipment in Plessisville, Que., since 1873, we enjoy a long, proud record as suppliers of the "muscles" for Quebec's great industries. At this time Forano is happy to join in a salute to "la belle province." Quebec will continue to progress . . . and wherever you see progress in Quebec, there you will see the name Forano.

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Company Reports

Financial

CHAMPION MUTUAL FUND OF CANADA LTD., Montreal, net income for year to Oct. 31/60 was $21,987, up 22.3%.

Market value of investments was $899,340 at Oct. 31/60 ($548,021 previous year).

Net asset value declined 2.7% to $5.11 (from $5.25).

INCOME ACCOUNT

Years Ended Oct. 31:	1960	1959
Divds. & int.	$28,607	$21,491
Less: Gen. exps.	5,068	2,687
Taxes	1,552	832
Net income	21,987	17,972
Add: Paid-in surp.	2,428	1,212
Avail. for divds.	24,415	19,184
Less: Dividends	23,818	22,179
Surplus fwd.	597	†2,995

†Deficit.

Earnings per Share* & Dividend Record:		
Special & Common:		
Earned	$0.16	$0.18
Paid	0.16	0.21

*Based on number of shares outstanding as calculated from dividend paid.

Shares o/s as at Oct. 31:		
Common, $1 par	1,000	1,000
Special, $ 1 par	178,137	103,707

BALANCE SHEET—MAIN ITEMS

As at Oct. 31:	1960	1959
Cash & rec.	$28,237	$9,222
Invest. at mkt. val.*	899,340	548,021
Total assets	927,577	557,253
Accts. etc., pay.	12,475	7,726
Capital stock	179,137	104,707
Paid-in surplus	750,377	438,339
Earned surplus	779	182
Unreal. apprec. inv.	†18,613	13,005
Prof. invest. sold	3,422	†6,705
*Cost	917,953	535,016

‡Depreciation. †Loss.

Net assets per sh.	$5.11	$5.25

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Lake Asbestos of Quebec is an established independent source of quality asbestos fibre in quantity for world wide use. Chrysotile asbestos outperforms all other known fibrous materials when this combination of characteristics is required: High tensile strength and resistance to heat, cold, weather, moisture and abrasion. This unique combination of properties of LAQ asbestos is steadily increasing its value as an engineering material for an expanding variety of applications throughout industry.

The LAQ Black Lake plant's annual capacity of 100,000 tons of high grade fibre, backed by 42 million tons of ore reserve, is assurance of continuous supplies of this versatile, economical material for prompt delivery throughout the world.

For further information, write to Sales Department, Lake Asbestos of Quebec, Ltd., 120 Broadway, New York 5, N.Y., or to Mine Office, P.O. Box 88, Black Lake, Quebec, Canada.

LAKE ASBESTOS OF QUEBEC, LTD.

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No Longer in Isolation

The telephone industry, steadily pushing northward, now provides communication services — to and from the outside world — to virtually all the producing mines in Northern Quebec.

Isolation always has been an obstacle to northern settlement and development.

Each new step northward by the communications industry aids in breaking the isolation barrier, opening the way for increased development of the enormous untapped resources of New Quebec.

The communications frontier is the northernmost limit in the province where demand for service has enabled 'phone companies to provide and interconnect all common types of communication services o the telephone system at the outside world.

This limit is rapidly moving northward from its former location north of, and parallel to, the **Canadian National Railway's** east-west rail line through Senneterre in the western part of the province. It is also moving eastward to include the Lake St. John region, the Saguenay and St. Lawrence River's north shore, to just east of Seven Islands.

South of this frontier line, communications are provided by **The Bell Telephone Co. of Canada,** which has approximately 1.4 million telephones in Quebec, and numerous other independent telephone companies.

The larger independents include **Québec - Téléphone,** with more than 60,000 'phones serving the north and south shores of the eastern St. Lawrence River: **Northern Telephone Ltd., The Harricana and Gatineau Telephone Co.** and **La Tuque Telephone Co.,** which, along with other companies, serve the important communities in the Noranda-Rouyn, Val d'Or, Malartic and La Tuque regions.

Many major northward penetrations of this communications frontier have been made during the past decade.

THIS HUGE billboard-type parabolic reflector, called a "dish," at Canatiché, Que., is part of Bell Telephone's and Quebec-Telephone's tropospheric scatter system.

On the Quebec-Labrador border, the telephone requirements of **The Iron Ore Co. of Canada's** $300 million investment in the iron ore deposits around Knob Lake, **The Quebec North Shore and Labrador Railway** and the town of Schefferville, have been supplied since 1954 by IOCO subsidiary, **The Ungava Telephone Co.**

This company has recently extended its facilities to include The Iron Ore Company's $150 million project at Carol Lake. Improved long distance service will be available to all these locations in 1961, on completion of Ungava Telephone's new microwave system now under construction along the 360 mi. Q.N.S. & L. Railway from Seven Islands.

In the same general area, the 460 mi. tropospheric scatter system of Bell Telephone and Québec - Téléphone, from Trouble Mountain near Seven Islands, north to Schefferville and Goose Bay, continues to serve defence needs as well as the long distance requirements Bell's far north exchanges at Goose Bay and North West River, Labrador, and Frobisher in the Northwest territories.

This communications artery recently has been utilized to give service to the **Wabush Iron Ore Co.,** now investing $200 million in developing the extensive Wabush Lake iron ore deposits, near Carol Lake, as well as to the $300 million iron ore project of Quebec Cartier, centred at Gagnon.

Bell Telephone and Québec-Téléphone are now constructing a microwave system 193 mi. northward from Port Cartier, along the now completed Quebec Cartier Railway, to a new Bell dial exchange at Gagnon, scheduled for completion in 1962.

Québec-Téléphone also is extending regular telephone service east from Seven Islands to Havre St. Pierre. This will reinforce its telegraph type of service now available to the outpost communities as far east as the Strait of Belle Isle.

In the Lake St. John area, the Bell company has extended service north to the Peribonca River, while the townsite and mines of the rich copper and zinc area of Chibougamau are being served by the **Chibougamau Telephone Co.** An extensive reinforcement of long distance facilities southward to La Doré, the point of connection with Bell, is now being planned by the Chibougamau company.

Further west, the **Abitibi Telephone Co.,** and The Harricana and Gatineau Telephone Co., are extending radio facilities to the large zinc deposits now under development in the Lake Mattagami region some 110 miles north of Amos.

In the remaining outlying portions of the province, the relatively small and isolated outposts along the coasts of James Bay, Hudson Bay, and Ungava Bay, depend on high frequency radio systems for their communications needs.

Among the interests providing these systems is the Department of Transport and the **Hudson Bay Co.**

Many privately owned radio systems also operate in this area.

THE INVESTMENT FUNDS

McLean Budden Assets Up Keeps 25% Fund Liquid

MONTREAL (Staff) — Net asset value per share of **McLean, Budden Ltd.** at Dec. 31/60 was $15.58 (including accrued revenues of 11c), 1.8% higher than $15.31 three months earlier.

Total net assets of $1,797,695 were 1.5% above $1,770,891 at Sept. 30/60.

Total dividend distribution for 1960 was 52c including 15c per share for final quarter.

There were net liquidations of 294 units during the quarter.

Fund is maintaining liquidity equivalent to 25% of total portfolio. In final quarter, fund made net equity purchases of $57,000 including new commitments in electric utilities amounting to $34,000.

Fund sold its holdings of U. S. gas transmission stocks "due to our growing concern as to the effect of recent rulings of the Federal Power Commission on this industry's future prospects".

Here are the changes for the quarter in detail:

	Amt. held Dec. 31/60	Chge. since Sept. 30/60
Bonds:	$	$
Can. treas. bills	nil	—35,000
Canada 4¾/63	150,000	+150,000
Do. 3¾/61	nil	—100,000
Do. 4¼%/62	nil	—50,000
B.C. Electric 6%/84	nil	—15,000
Preferred:	—Shares—	
C.P.R. 4%	10,000	+10,000
Tenn. Gas Trans. 4.72%	nil	—200
Common:		
Bank of Montreal	300	+50
Calgary Power	1,000	+1,000
Florida Pwr. & Lt.	200	+200
Alberta Gas Trunk	1,000	+400
B.A. Oil	1,000	+200
Interprovincial Pipe Line	500	+100
Dow Chemical	300	+45
Universal Match	200	+200
Steel Co. of Canada	500	+100
Colorado Interstate Gas	nil	—300
Tennessee Gas Trans.	nil	—800

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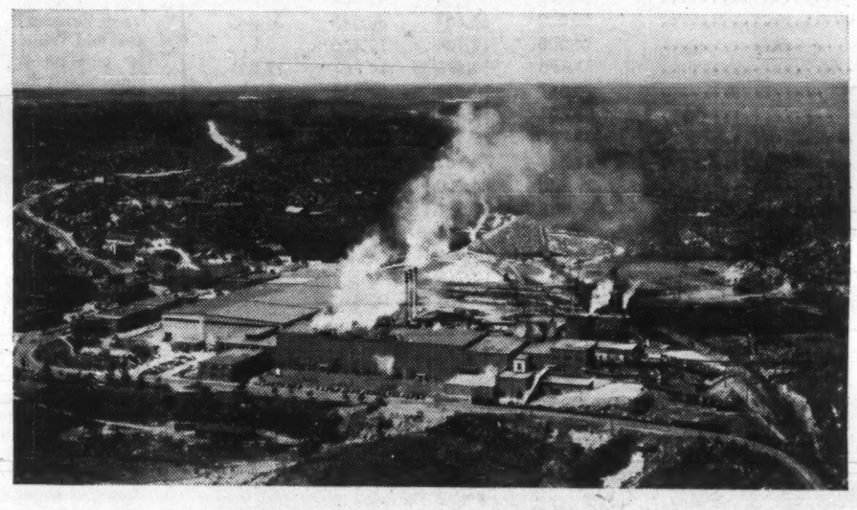


It began in 1936 . . .

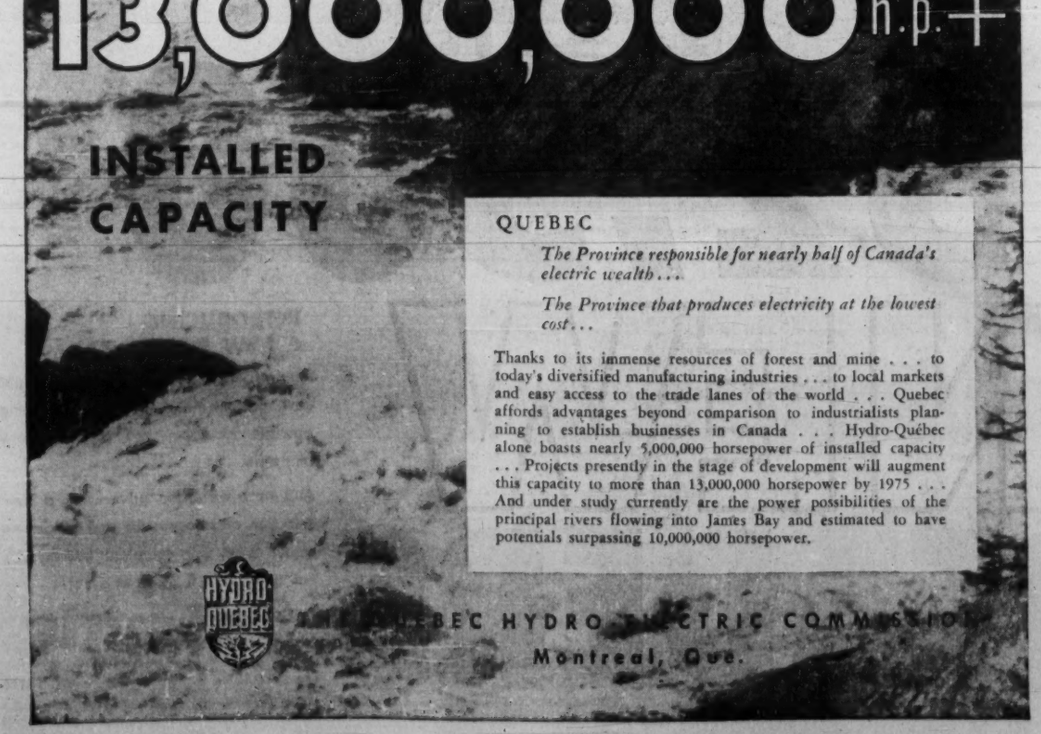
Twenty-five years ago this spring, a small band of men landed at what is now Baie Comeau to begin the gigantic task of carving a town and a newsprint mill out of a land that Jacques Cartier described as "appalling, and rugged rock and stone."

More men and machines came by water transportation. Large capital investment was made. The modern, well-planned community of Baie Comeau took shape. Our newsprint mill was built and on Christmas Eve, 1937, it went into operation — the first major industry to come to the North Shore of the Lower St. Lawrence.

We are understandably proud of this achievement, the more so in the light of the great industrial evolution now taking place on the North Shore. We are proud too that we have managed and utilized with care the pulpwood and power resources to provide long-term benefits to the economy, and that we have helped attract new industry and encouraged year-round water transportation for the continuing development of this region with a future.

THE QUEBEC NORTH SHORE PAPER COMPANY

Montreal and Baie Comeau



Growing Cities

	Population			
	1960	1956	1951	1941
Alma	12,950	...	...	...
Arvida	14,100	12,919	11,078	4,581
Beauharnois	8,500	6,774	5,694	...
Cap-de-la-Madeleine	24,500	22,943	18,667	11,961
Chicoutimi	31,354	24,878	23,216	16,040
Cote-St-Luc	11,200	...	...	...
Dorval	15,427	14,055	...	...
Drummondville	26,000	26,284	14,341	10,555
Farnham	6,089	...	...	...
Giffard	11,350	9,964	...	...
Granby	28,855	27,095	21,989	14,197
Grand'Mere	14,834	14,203	11,089	8,608
Hull	51,545	49,243	43,483	32,947
Jacques-Cartier	40,000	33,132	...	...
Joliette	18,009	16,940	16,064	12,739
Jonquiere	29,500	25,550	...	...
Kenogami	11,780	...	...	...
Lachine	39,000	34,494	27,773	20,051
Lafleche	12,000	...	...	...
La Salle	25,591	...	...	...
Lauzon	10,886	10,255	...	...
Levis	15,500	13,644	13,162	11,991
Longueuil	16,241	14,332	11,103	7,087
Magog	12,400	12,720	12,423	...
Montreal	1,181,000	1,109,439	1,021,520	903,007
Noranda	10,800	10,323	9,672	...
Outremont	30,939	29,990	30,057	30,751
Pte-aux-Trembles	19,408	...	...	...
Pointe-Claire	20,600	...	...	...
Pont-Viau	14,003	...	...	...
Quebec	174,700	170,703	164,016	150,757
Riviere-du-Loup	10,926	9,964	9,425	8,713
Roberval	6,994	...	...	...
Rouyn	17,871	17,706	14,633	...
Ste-Foy	23,000	14,615	...	...
St-Hyacinthe	22,374	20,439	20,236	17,798
St-Jean	27,500	24,367	19,305	13,646
St-Jerome	24,148	20,645	17,685	...
St-Lambert	14,959	12,224	8,615	6,417
St-Laurent	45,000	38,291	...	...
St-Martin	11,500	...	...	...
St-Michel	48,242	24,706	...	...
Ste-Therese	10,000	...	...	...
Sept Iles	10,500	...	...	...
Shawinigan	30,862	28,597	26,903	20,325
Sherbrooke	62,009	58,668	50,543	35,965
Sillery	14,000	13,154	10,376	...
Sorel	17,190	16,476	14,961	12,251
Thetford Mines	20,087	19,511	15,095	12,716
Trois-Rivieres	56,621	50,483	46,074	42,007
Valleyfield	26,700	23,584	22,414	17,052
Verdun	84,248	78,262	77,391	67,349
Westmount	29,830	24,800	25,222	26,047
Total city population	**2,553,622**	**2,185,562**	**1,834,225**	**1,515,568**
% of prov. population	**51**	**47**	**45**	**45**
Metro Mtrl. % of prov. population	**30**	**36**	**35**	**35**

NORTH AMERICA'S biggest hump yard is owned by the Canadian National Railways and will be officially opened this spring.

Pipeline to Affect Gas Cost?

Already a $275 million a year outlet for imported crude oil, the Quebec market for petroleum products continues to expand at a healthy rate. Since 1956 demand has increased 25%.

Western producers look enviously at Quebec which has the largest refining capacity of the provinces, about 300,000 b/d. Six huge plants are located on the eastern end of the island of Montreal, the largest concentration of refineries in the Commonwealth.

To serve these refineries some 90 million bbl. of crude are imported every year from Venezuela, the Middle East and Trinidad. Most flows by pipeline from Portland, Me., which has year-round, deep-sea harbor facilities. The remainder reaches Montreal by tanker via the St. Lawrence River.

Some Western Canadian producers believe the only realistic solution to their marketing problems is a pipeline to Montreal, a $350 million project. Refiners claim a pipeline would increase costs to Quebec consumers.

"Short of compulsion by the Canadian government, there is no evidence that the international companies will take any worthwhile action to find important new permanent outlets for Canadian oil," said President R. A. Brown of **Home Oil Co.**

"It is in the interest of Canada to develop its own petroleum resources as quickly as possible as an essential part of a steadily expanding economy.

"Because of our huge trade deficit, we require export markets. We require Canadian markets even more."

Imperial Oil estimates consumer costs in Quebec would rise $50 million, if a pipeline from Edmonton were constructed.

Said W. O. Twaits, president of Imperial: "No public project can make Canadian crude competitive with imports at Montreal. Therefore the price to the consumer must go up, the price to the producer must go down, or the taxpayer must bridge the gap with subsidies."

A. Neil Lilley, president of **Texaco Canada Ltd.**, says the import situation exists because the Montreal refinery centre was established long before western Canada's producing potential was known.

"And," he adds, "it is more economical to deliver imported crude into Montreal from South America or the Middle East than it would be to bring Alberta crude along some 2,300 mi. of pipeline."

President A. F. Down of **British Petroleum Co. of Canada,** which has established Montreal's newest refinery, says, "any limitation of consumer choice is fraught with danger, especially when the commodity involved is a source of energy for industry.

"Any increase in cost must have a long-range effect on the economy of Quebec, particularly the ability of its secondary industries to compete both in the export market and with imports from abroad.

"We believe a long-term market is available to Canadian crude in the U. S. and that this offers much better opportunities in the long run than the Montreal market."

Officially opened in October, the $45 million BP refinery at Montreal will supply company's Quebec marketing area, and the Ottawa triangle.

Company's other outlets in Ontario use products refined in Ontario from Canadian crude.

Over 25,000 b/d can be processed at BP's new plant, the 16th in a world-wide chain, serving 42 countries. This quantity yields 12,000 bbl. of gasoline, plus domestic fuel oil, bunker fuel oil for ships, diesel fuel and bottled propane and butane gas.

BP plans to produce aircraft jet fuel, helping to fill a large gap in Canadian refinery facilities. Aviation gasoline is still imported in large quantities.

Here is approximate crude oil capacity of the Montreal refineries:

	b/d
Imperial Oil	75,000
Shell Oil	60,000
Texaco Canada	59,000
British-American	50,000
Canadian Petrofina	30,000
BP Canada	30,000

Canadian Petrofina is spending some $2 million to broaden the range and further improve the quality of its products at Montreal. Construction of asphalt man-

(Continued on page 23)

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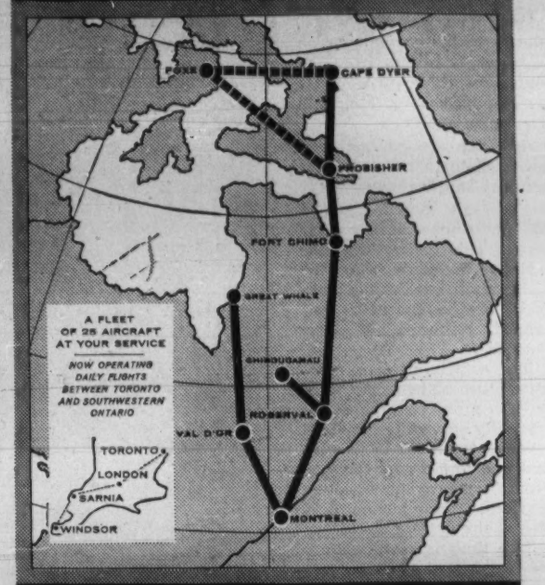

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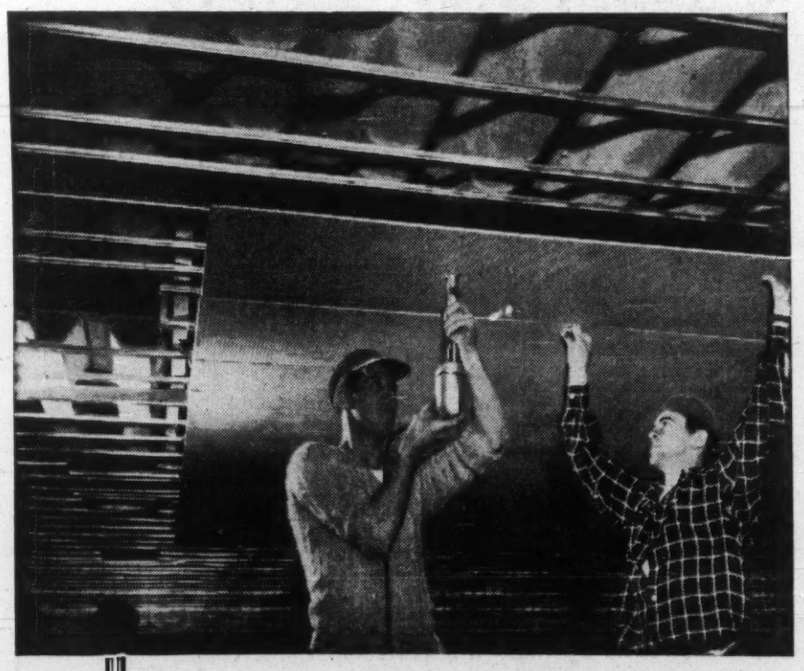

This application illustrates the use of asbestos-cement for fire-protection, sound control and high resistance to moisture. The designers of this new paper machine building have taken every precaution against the ever-present possibility of fire. "Turnall" Asbestos-Cement Cavity Deck roofing and a sub-roof of "Turnall" Asbestos-Cement "T" Deck were specified and erected. "Turnall" Asbestos-Cement Densite Acoustic Panels were applied to the ceiling and walls for acoustical purposes.

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Montreal Exchange

Stimulating New Moves

The **Montreal Stock Exchange** is taking on a new, progressive look.

- **Late last year, the exchange negotiated a swap of trading privileges with Boston Stock Exchange.**
- **In addition, the MSE is seeking to add a variety of seasoned European equities to its board.** Suitable overseas companies have already been invited to list on the exchange. If enough do, MSE will likely set up an international section to handle them.
- **To help the nation's small investors,** MSE has taken the struggling **Canadian Association of Investment Clubs** under its wing. The exchange has assumed the Association's liabilities, will give it strong financial backing and help out with personnel and direction.

These and other forward moves in the MSE's hallowed halls are due largely to the exchange's energetic new president, Eric Kierans.

In the deal with Boston MSE members got access to some 400 U.S. industrials at full commission, less a small service charge, listed on the BSE exchange.

BSE members, in turn, got reciprocal rights to the 50-odd Canadian securities on the MSE which have been approved for listing in the U.S.

This qualification is necessary because of U.S. security regulations.

Under terms of the alliance, members of each exchange may apply to become associate members of the other. Associate membership confers the right to trade on the exchange involved. Each exchange retains the right to accept or reject individual applications for associate membership.

Trading is conducted over a direct telephone line which links the two exchanges. This line is manned, at both ends, by exchange employees.

If a Montreal broker wants to buy 100 shares of a Boston-listed stock, he need only call the BSE where his order will be referred to floor traders.

If the order is completed, the Montreal broker is entitled to the same commission, less a 10% service charge, as a Boston broker.

The two exchanges clear transactions against each other and then settle up with their own members.

Prior to this arrangement, MSE members — as other Canadian brokers—were not entitled to any commission when dealing in U.S. markets.

As a result, it can actually cost a Canadian broker money if he trades a U. S.-listed stock on behalf of a Canadian client. The only way he can offset this is by making an extra charge, which few do in practice.

Sometimes they arrange reciprocal arrangements with U.S. brokers under which the Canadian firm gives the U.S. firm its orders for U.S. stocks and the U.S. firm gives the Canadian firm its Canadian stock orders. But this is haphazard, and often one-sided.

While it is still too early to determine the success of the MSE-BSE experiment, exchange officials here say volume of transactions between the two trading floors is growing at an encouraging rate.

Reaching still further afield, the MSE is seeking to list a number of big-name European public companies.

By providing listings here, Exchange officials figure, it would be considerably easier for interested Canadians to invest in European equities.

Exchange President Kierans, late last year, made a four-week tour of Europe in which he contacted prospective companies in the U.K., Germany, Holland, Italy, France and Belgium.

Companies selected are those which, by virtue of Canadian operations and sales, or the world-wide scope of their operations, are likely to be of interest to investors here.

Response, **FP** understands, has been favorable. A number of the firms have already sent in listing applications.

Stocks of overseas companies listing in Montreal will likely be traded on a depository receipt basis. The depository receipt, in effect, is an IOU issued by a local trust company or bank against shares of stock held by it, or its affiliate, in a foreign country.

This overcomes problems involved in physical transfer of share certificates back and forth across the Atlantic.

If enough foreign companies list in Montreal, MSE will undoubtedly establish an international section on its board. Such a section would be the first of its kind in Canada and would give Canadian investors a broader choice of foreign securities in which they can trade.

Late in 1960, MSE took the funds-starved Canadian Association of Investment Clubs under its wing.

By supporting the efforts of the five-year-old Association, MSE hopes to stimulate interest in investment by affording individuals, not now in the market, an opportunity to become investors for small stakes.

In its short history, the Association has had about 500 member clubs which included somewhere between 5,000 and 7,500 individual investors.

Only a small part of the nation's investment clubs belong to the Association.

One of the invaluable functions the Association performs is assisting in the establishment of new clubs by providing model constitutions and other organizational information and material.

Montreal Stock Exchange and its sister **Canadian Stock Exchange** are looking about for new quarters. The growing scope of their operations has overcrowded existing facilities.

A number of prospective new locations have been examined. A deal may be concluded shortly, **FP** understands.

The two exchanges are also evaluating existing security trading and clearing process to determine if costs can be cut and efficiency improved through introduction of electronic equipment and other new methods.

Among the schemes under consideration is establishment of a central securities depository — in effect a "share certificate bank" — for brokers, chartered banks and trust companies.

The depository is much like an ordinary bank except that it deals in share certificates rather than money.

Its clients — stock brokers, banks and trust companies— deposit the share certificates they hold with the depository for credit to their respective accounts.

Transactions between them are then reduced to book entries, except where physical possession of the securities is required. In that case, the necessary number of share certificates — like cash in a savings account — would be withdrawn.

Will Pipeline Boost Quebec Gas Price?

(CONT'D FROM P. 22)

ufacturing facilities will be completed early this year.

Texaco Canada has a new 30,000 b/d vacuum unit and a 2,000 b/d alkylation unit.

The vacuum unit will improve refinery efficiency by increasing the yield of high-grade gasoline and distillate products; the alkylation unit will manufacture high-grade blending stock for gasoline.

Shell Oil Co. of Canada has a new 22,000 b/d naphtha distillate hydro desulphurizer at its Montreal plant.

One thing that could change the whole crude oil picture in Quebec would be the discovery of oil in commercial quantities in the province or even in the Maritimes.

The quest has been going on for many years in the Gaspé area and in the St. Lawrence Lowlands. But in 1960 only one well of any consequence was drilled in Quebec against six in 1959 and 13 in 1958.

In Gaspé **Associated Developments Ltd.** drilled No. 1 Baillargeon to 3,270 ft. before it was plugged and abandoned. Site is 12 mi. west of Caspé village, south of the York River.

The northeastern tip of the Appalachian mountains, Gaspé has 5,000 sq. mi. underlain by sediments. Favorable structures and seepages have been known for more than 100 yr.

In fact, Sir William Logan, founder of Geological Survey of Canada, and his colleague, Sterry Hunt, propounded the anticlimical theory in 1844 on the basis of observation in this region.

Some 80 wells have been drilled in the area, more than half of them between 1860 and 1903. About 50 Gaspé wells have had some showings of oil or gas but nearly all appeared to be poorly located structurally.

The Lowlands is a flat 10,000 sq. mi. area on both sides of the St. Lawrence, bounded on the northwest by the pre-Cambrian shield and on the southeast by the much disturbed belt that constitutes part of the Appalachian system.

Since the turn of the century, there have been sporadic attempts to develop the region. Imperial Oil and others now are assessing geological and geophysical work.

Last month in a farm-out agreement with **Inter-City Propane Inc., Bald Mountain Oil Co.** acquired a 60,000-acre oil and gas concession in the Lowlands.

Earlier it obtained from the Quebec government two oil and gas concessions in the Sorel area, totaling 122,650 acres.

Under the agreement with Inter-City, Bald Mountain undertakes to drill three wells in six months on the land in the Trois-Rivieres-Pointe du Lac areas.

Company Reports

Iron and Steel

INTERPROVINCIAL STEEL & PIPE CORP., Regina, formerly **Prairie Pipe Manufacturing Co.,** net profit for year to Aug. 31/60 was $7,836, down from $843,273 in fiscal 1959.

There was no provision for depreciation in fiscal 1960. Net loss would have been $232,362 if pipe plant had been depreciated on basis consistent with prior year.

Steel mill, completed in fall 1960, has 100,000-ton rated capacity. Expansion will raise this to 150,000 tons of finished products in 1961. Rolling mills can produce 500,000 tons yearly.

Pipe division processed 17,800 tons of steel producing 3,039,101 ft. of steel line pipe.

Company will participate in gas pipeline market through supply of steel plate to **Big Inch Pipe Corp.,** Calgary.

Capital expenditures on steel mill expansion and rolling mill modification so it can produce greater widths of steel plate, will amount to $1.3 million.

INCOME ACCOUNT

Years Ended Aug. 31:	1960	1959
Oper. prof.	$821,375	$1,303,055
Less: Loss sale sec.	50,000	.....
Net earnings	771,375	1,303,055
Less: Deprec.	‡	273,383
Interest	184,167	180,774
Amort. of bd. disc.	4,362	5,625
Preprod. exps.	575,010	.....
Net prof. & sup. for yr.	7,836	843,273

‡No deprec. provided in 1960; net loss for year would have been $232,362 if pipe plant had been depreciated on basis consistent with prior year. For tax purposes, however, deprec. has been claimed in amount of $63,198. Accumulated amount by which income taxes have been reduced by claiming deprec. for tax purposes in excess of amounts shown in the accounts including claims made in 1960 on prior years amounted to $958,000 at Aug. 31/60.

Earnings per Share and Dividend Record:		
Common	$0.003	$0.93
Shares o/s at Aug. 31:		
Common, n.p.v.	2,497,000	906,750

BALANCE SHEET—MAIN ITEMS

As at Aug. 31:	1960	1959
Cash & invests.	$16,181	$1,955,892
Inventories	6,789,545	3,346,515
Total curr. assets	8,782,019	6,419,942
Claims rec., contra	2,800,965	.....
Fixed assets*	17,634,530	11,824,028
Total assets	29,606,562	18,563,408
Due bank	2,785,615	363,000
Total curr. liab.	5,024,748	1,584,038
Def. liabs., contra	2,800,965	.....
Long-term debt	12,615,000	8,146,174
Capital stock	7,294,715	163,996
Interprov. Steel Corp.	.....	7,111,450
Earned surplus	1,871,134	1,557,750
*After deprec. of	664,558	664,729
Working capital	3,757,271	4,835,904

Financial

LAMBTON LOAN & INVESTMENT CO., Sarnia, net profit of $112,777 in 1960 was down 1%.

Higher administration costs reduced profit, say President J. A. Smith and General Manager G. C. Norsworthy.

Mortgage loans increased. Savings deposits dropped slightly as funds were withdrawn to purchase company's higher interest-paying debentures. Debenture sales rose sharply. Money was invested in first mortgages.

	1960	1959
	$	$
Liabs. to public, etc.*	9,779,864	8,525,173
Sh'holders' equity	1,951,135	1,948,923
*Secured by:		
Mtges. & sls. agree.	9,506,870	8,018,140
Office premises	177,771	184,829
Liquid assets‡	2,046,358	2,271,127
Total assets	11,730,999	10,474,096
‡Includes bonds and stock and Lambton Trust Co. stk.	330,330	331,320
Net profit	112,777	113,920
Earnings per Share and Dividend Record:		
Com. (old): Paid	.....	$2.00
Common, new††	$1.43	1.44
Paid	1.40	$0.70

††Following 5-for-1 stk. split, Sept. 16, 1959

‡Initial.

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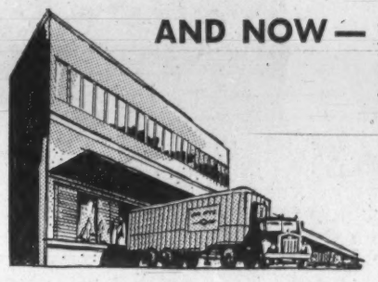

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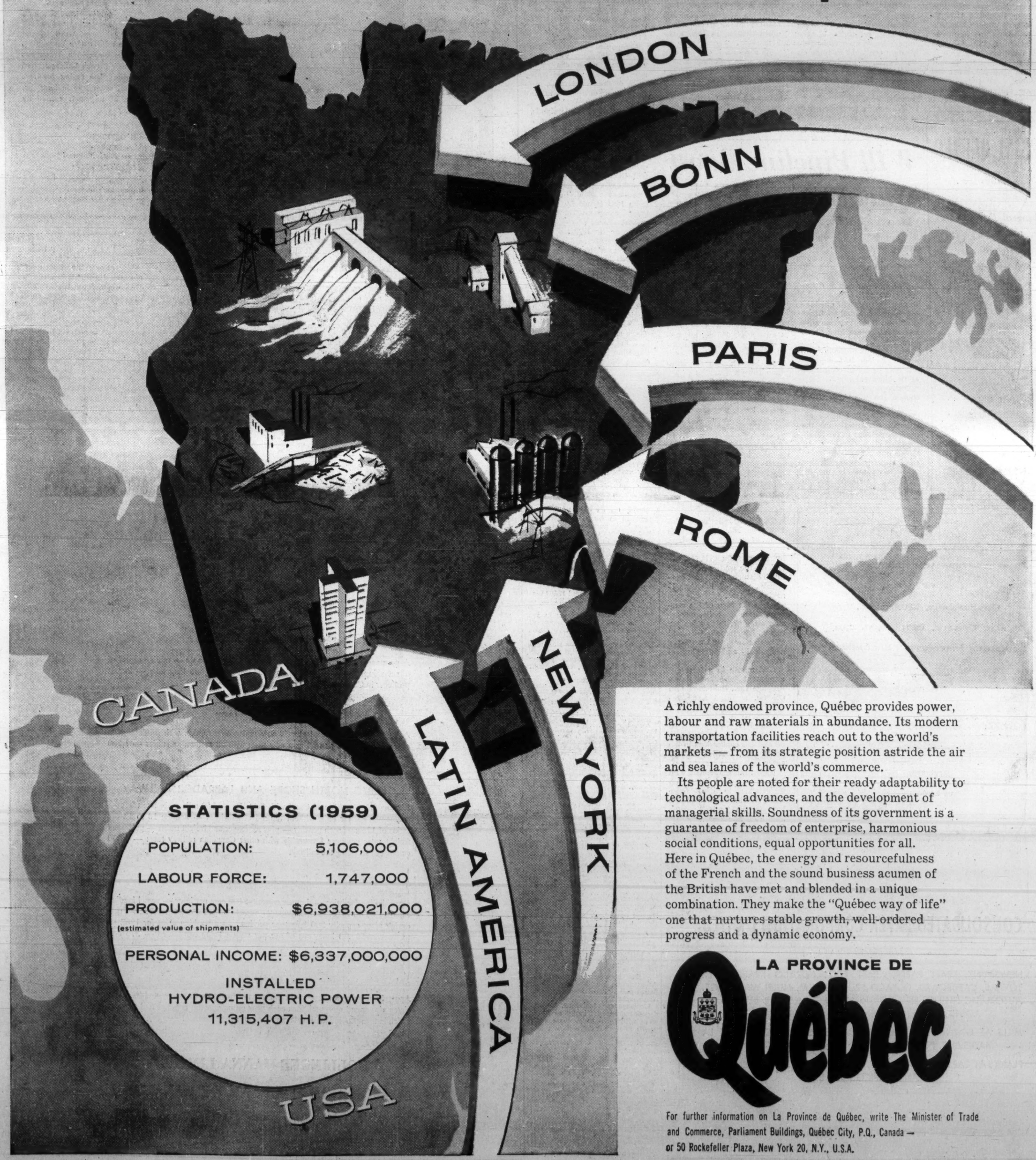

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